DECEMBER 1960

The Abstract for the Modern Shipper (yol. 2) And the Modern Shipper (yol. 3) An

A Merry
Christmas
and a
Happy
New Pear

KEY
TO THE
WORLD'S
PRIME
MARKETS.
YOUR
I.A.T.A.
CARGO
AGENT

The richest markets of the world are all within your reach, thanks to your I.A.T.A. cargo agent! He knows how to get your products there fast, at lowest possible cost, and what's more, he takes care of all export red tape—things like licensing, bank documents, letters of credit and many others! How much does he charge? Very little. All of his services are available at low, low cost. See your I.A.T.A. cargo agent.

THE WORLD OVER

KLM

ROYAL DUTCH

AIRLINES

THE WORLD'S FIRST AIRLINE

# Ports and/or Places



The Port of New Orleans in a crescent of the Mississippi River with Lake Pontchartrain in background.

The bananas that slip into the United States through the port of New Orleans are important enough — but if you think they are its major import item — well, no.

The American sweet tooth and insatiable eraving for a cup of "Java" puts coffee and sugar tons and tons out in front. There's an awful lot of coffee in Brazil — and sugar in the Caribbean — and a plenty big cupful comes through New Orleans.

From every point of view. New Orleans with its geographical advantages is a well-rounded port — drawing its exports from the far-reaching productive Mississippi valley and its imports from the fertile Caribbean area.

#### TALBOT, BIRD & CO., INC.

Insurance Underwriters

111 JOHN STREET

NEW YORK 38, N. Y.

### FOR CARGO







Or SMALL

THE BIG NEWS IS

SABENA JET CARGO SERVICE!

Just 6½ hours to Europe via daily Sabena Boeing "Intercontinental" Jets. Your shipments travel first class in pressurized, temperature-controlled cabins at lowest cargo rates. Ask your agent to route your next order Sabena Special Cargo Service to Europe – or on to Africa and the Middle East via one of Europe's largest and most efficient all-cargo fleets.



Sabena Building,
Fifth Avenue, New York 19, N. Y.

# In short...

POSTPONED ACTION on North Atlantic cargo rates has excited peak interest in how the International Air Transport Association will resolve the problem which again comes up for consideration on January 23. There's general agreement that something has to be done to help along the expected breakthrough in international air cargo. But there's plenty of division of opinion on just what is the proper method to achieve this. Will IATA Traffic Conference 1 scrap commodity rates and replace the present rate structure with a series of descending rates based on weight breaks, regardless of commodity? Will basically the same structure remain, with perhaps certain rate adjustments and/or an additional weight break or two? Or will an unanticipated elixir suddenly spring forth from an expected quarter? Rumor is abounding, but no one truly knows what will happen next month. Nor is anyone offering to bet that his guess is right.

AN INDUSTRY BOW in the direction of Chester M. Mayer, chairman of the board and chief executive officer of Air Express International, is in order. Twenty-five years ago this month, Mayer established America's first air freight forwarding firm. (Look at the air freight forwarding industry today.)

CARRYING COALS TO NEWSCASTLE--that's what KLM's newest success amounts to. Latest coup involves the export of Florida-grown gladiolas to--of all places--Holland. What's more, part of the U. S. blooms will be sold at the world-famous flower auction at Aalsmeer, a stone's throw from Schiphol. More about this in a forth-coming issue.

THE IRISH are moving ahead in their determination to keep Shannon in the ranks of Europe's great commercial airports. A plan first outlined in the pages of Air Transportation (December 1957; Page 10) and subsequently adopted by the Irish Government, has caught on. Manufacturers from the United States, Europe and Africa have opened plants at Shannon's so-called Air Age Industrial Estate and are taking advantage of its facilities for air distribution of their products. Aircraft can be seen taxiing up to the factory doors and loading or unloading there. Irish Minister for Transport and Power Erskine Childers foresees two million kilos of Irish freight handled at Shannon by the end of next year. He places stress on air freight and predicts its growth will have a profound impact on the country's economy. As for Brendan O'Regan, chairman of the Shannon Free Airport Development Company and sparkplug behind the project, he is urging the selling of air distribution to businessmen as "a new industrial concept."

# TRANSPORTATION

The World's First Air Cargo Magazine Established October, 1942



Member of Business Publications Audit of Circulation, Inc.

AIR TRANSPORTATION, published once cach month, thoroughly covers the entire air cargo industry for the benefit of all those engaged in shipping and handling domestic and international air freight, air express and air parcel post. Included in AIR TRANSPORTATION'S wide coverage are: air shipping, cargoplane development, raises, packaging, materials handling, documentation, air eargo terminal development, insurance, routing, interline procedures, new quipment, commercial airlines, military air transport service, air freight forwarding.

Subscription rate for United States and Territories, \$5,00 for one year, \$8,00 for two years, and \$11,00 for three years; foreign countries. \$6,00 for one year, \$10,00 for two years, and \$14.00 for three years. Individual copies (except November), 50 cents cach; November issue, \$1,50 per copy.

John F. Budd Editor and Publisher

Editorial Advertising
Richard Malkin William E. Budd
Executive Editor Ass't to the Publisher

Viola Castang, Assistant Editor

Alba F. Block, Business Manager

Frank W. Budd, Circulation Manager

Keith H. Evans & Associates
West Coast Advertising Representative
3723 Wilshire Blvd., Los Angeles 5, Calif.
Phone: Dukirk 8-2981

J. B. Trateart, Ltd.
United Kingdom Sales Representative
168A, Greenford Road
Harrow, Middlesex, England

AIR TRANSPORTATION is published by Import Publications, Inc., Ten Bridge Street, New York 4, N. Y.; also publishers of Custom House Guide, American Import & Export Bulletin and Air Shippers' Manuel. Reprinting of any article or ortion of an article appearing in this magazine without written permission, is strictly forbidden. AIR TRANSPORTATION is available on microfilm. For information contact publications office. Advertising rates circulation and distribution data are listed in Business Publication Rates & Data. Classification 168, Standard Rate & Data Service, Inc. Such data may also be obtained from the Publisher or Publisher's Representative.

EXECUTIVE OFFICES

10 BRIDGE ST., NEW YORK 4, N. Y.
Phone: WHitehall 4-2896

Cable: CUSTOGUIDE

Copyright, 1960, Import Publications, Inc.

#### CONTENTS

FEATURE ARTICLE	ES		
By William E. Budd			14
By Viola Castang		g	17
The Honeymoon is Over .  By John L. Eyre			19
FOTOSTORIES			
Target: '61			18
			20
NEW EQUIPMENT			
What's New in Equipment	for the	Air Shipper and Air Cargo	
Handler?			34
STATISTICS			
Revenue Cargo Traffic of	U. S. Sc	cheduled Airlines	32
DEPARTMENTS			
	6	From the Readers	26
Air Commerce	12	Handling-Packing	27
Airports		In Short	4
Books	36	Interline	27
CAB	12	International Air Cargo	
Club News	30	Insurance Rates	31
Come 'n' Get It	38	Mail	27
Commercial Aircraft	28	Military Aircraft	28
Congratulations	29	New Equipment	34
Facts and Figures	28	New Offices	28
Forwarders	10	Services	8
ADVERTISERS			
Air Express International Corp	28	Lamprecht & Co., Ltd	35
Air Forwarder	33 7	Leygonie Fils Lufthansa German Airlines 4th C	35
Air-Sea Forwarders, Inc.	33	Carridad Cormon Annuas. 4111 C	0.0.
Air Shippers Manual	37	National Airlines	8
Airborne Freight Corporation	25 29	F. W. Neukirch A. G	35
Airfreight Service Corp	22	r. Nielsen	35
		Pan American Grace Airways	28
Barnett International Forwarders, Inc.	26	Penson & Company	33
Barr Shipping Co., Inc	33	Ransa Airlines	31
I. G. Bauer	35	Riddle Airlines	13
Peter A. Bernacki, Inc.	33		
British Overseas Airways Corp	,	Sabena Belgian World Airlines	
Case Problems in Transportation	24	J. D. Smith, Inter-Ocean, Inc	33
Management Civil Air Transport	36 23	Swissair	
Classified Advertisements	37		
Danzas & Co., Ltd.	35	Talbot, Bird & Co., Inc2nd C Trans Caribbean Airways	30
Frank P. Dow Co., Ltd	33	Trans World Airlines3rd C	1640
European Freight Forwarders Export-Import Traffic: Manage-	35	UAT French Airlines	34
ment & Forwarding	36	Van Oppen & Co., N. V	35
Flying Cargo Inc	33	Heinrich von Wirth	35
Impex Shipping Company	35	Gebrueder Weiss	35
Irish International Airlines	27	Western Union	11
KLM Royal Dutch Airlines 1st Co	OVAR	World Transport Agency, Ltd	35
Kühne & Nagel	35	Ziegler & Co	35

VOL. 37

DECEMBER, 1960

No. 6

#### Capital "Cargo Month" Stresses Air Shipping

With its cargo revenue quota of \$6 million for 1960 in mind, Capital Airlines waved a magic wand over the month of November and designated it as Cargo

M. P. Foster, the Washington-based airline's cargo sales manager, explained that a special effort was made during the month to boost cargo sales. Reservations, ticket counter, and cargo sales personnel were "especially attentive in conversations with customers and potential customers for opportunities to sell or inform them on the use of air cargo." Capital operates more than 700 scheduled flights per day.

#### **REA-Pan Am Agreement** Covers Alaska, Hawaii

Pan American World Airways, which achieved domestic airline status when Alaska and Hawaii became the 49th and 50th states, has signed an air express agree ment with Railway Express Agency. It af-fects the airline's scheduled operations be-tween the West Coast points of Los Angeles, San Francisco, Portland, and Seattle, and Hawaii; and between Seattle and points in Alaska.

Pan Am and REA also have signed an-other agreement for the coordination of

surface-air movement of international shipments (see Interline in this issue).

#### ETHIOPIA IN JET AGE



His Excellency Dejazmatch Mengeshia Seyoum (left), chairman and president of Ethiopian Airlines, hands check in payment for two 720B jets to John Yeasting, vice president and general manager of Boeing Airplane Co. Transport Division. With them is Yowand Wossan, assistant director of the State Bakk in Ethiopia late will be appear. State Bank in Ethiopia. Jets will be operated on Ethiopian's Africa-Europe service.

#### Prescott Tells Canadians That Breakthrough is Here

The president of America's biggest allcargo airline, Robert W. Prescott, told members of a Canadian industrial organization that the breakthrough in air freight "at last upon us."

Air Industries and

Addressing the Transport Association of Canada, the Flying Tiger Line head restated his company's forecast in the immediate future. He pointed out that Tiger's present fleet capacity is about 100 million ton-miles per year, and the annual capacity of its order of CL-44 airfreighters in the neighborhood of 600 million ton-miles. "We have to more



Prescott Breakthrough

than double our present business year starting June, 1961, or we will be in serious trouble," Prescott said. "We have no doubt we can do it. We expect to triple it the second year, and more than quadruple it in the third.

"Whether we call the growth evolutionas some do, or revolutionary, I think little doubt remains that breakthrough we have dreamed of for many years is at

last upon us.

Discussing tariffs in another part of his address, Prescott said that his company has come to find that "a proper tariff structure . . . is the heart and key to the future of air freight." He admitted that it took Tiger 15 years to learn that "it will set both the volume and profitability of our operation," adding:

We are finding out that it makes no sense to charge the same price for everything we carry, disregarding the factors of bulk, ease of handling, damage costs, many other important items that should go into proper tariff construction. By our present method . . . we fail to charge enough for many goods we carry, and charge too much for others, thus los-ing the traffic."

As the result of extensive research, the Tiger head asserted, "the airline is giving (Concluded on Page 33)

#### A Birthday for BWIA

British West Indian Airways, a subsidiary of British Overseas Airways Corp., marked its 20th birthday on November 27. Born as a wartime necessity, BWIA has grown from a 213-mile network to its present 13,844 route-miles.

#### **EAL Freighter Base Is** Switched to Idlewild

Eastern Air Lines has moved its air freight operational base from Newark Airport to New York International (Idlewild)

Airport. According to the big airline's cargo sales manager, Ed-ward E. Skinner, the switch to Idlewild was prompted by the need to provide "the mato provide "the ma-jority of local shippers and consignees in the New York metropolitan area with faster and more con-venient service." He added:

"The move will provide exporters and importers with faster



Big move

connections to the overseas airlines operat-(Concluded on Page 33)

#### In MATS Contract Service

Six air carriers received a total of \$1,301,834.73 for passenger and freight operations in behalf of the Military Air Transport Service during October and November. They hauled 1,095 passengers and 1,024 tons of cargo to points in Eu-

rope and the Far East.

The airlines were: Flying Tiger Line,
Slick Airways, Capitol Airways, Overseas
National Airways, California Hawaiian Airlines, and Seaboard & Western Airlines.

#### SPREADING NEWS



BOAC Captain J. R. Howard accepts from Harry C. Thompson, director of Newsweek's International Editions, one of the first copies of the weekly newsmagazine to come off the presses at its new London printing facilities. The British airline is one of Newsweek's most active carriers in the world distribution of the weekly periodical. Plant recently transferred from Amsterdam.

SHIP IT FAST!





# SHIP IT AIR FRANCE JET!

No faster way . . . no safer way to ship costly furs, leathers or other valuable specialties non-stop to Paris. Air France 707 Intercontinental Jets span the Atlantic at 10 miles a minute. Pressurized cargo compartments are custom-fitted, heated or cooled for maximum protection of the most delicate products. And every consignment is handled as carefully as you'd handle it yourself. The service? Voilà! Over 20 jet departures every week from New York, Chicago, Los Angeles. More jets to Paris than any other airline! No lower jet cargo rates anywhere. Fast jet connections to major cities in Europe, Africa, the Middle East. See your Cargo Agent now or call your local Air France office. Air France speeds cargo to more cities in more countries than any other airline.

# -SHIP-NATIONAL Airline of the Star

Reserved Air Freight, Scheduled All Cargo Service



INCREASED LIFT CAPACITY BETWEEN

## MIAMI ORLANDO PHILADELPHIA NEW YORK

FOR WHATEVER YOU SHIP...

Machinery · Chemicals
Perishables · Soft Goods
Live Animals · Spare Parts

WORLD-WIDE AIR CARGO CHARTER FACILITIES

Call your Freight Forwarder, Cargo Agent or National Airlines

#### SERVICES

#### DOMESTIC

#### CAPITAL

According to W. J. Murphy, Capital Airlines' director of marketing, the carrier will introduce Boeing 720 jet service between Miami and Cleveland and Pittsburgh on January 8. Each of the two Northern cities will receive daily service. The jets are being leased from United Air Lines.

#### NATIONAL

Robert E. Wieland, vice president, reports that by wintertime it will be operating seven DC-8B jet flights per day between Florida and points in the North—five between Miami and New York, one be-

tween Tampa and New York, and one between Miami and Philadelphia, the latter scheduled to start December 16. National Airlines last month increased its Tampa-Houston propiet service to three round trips daily. Two of the flights make a single stop at New Orleans; the third is nonstop.

#### TWA

Trans World Airlines has placed Jetstreams into freighter service. Last month it kicked off what it terms the "fastest and only true over-the-weather nonstop all-cargo flights" between New York and Los Angeles, and a new daily Philadelphia-New York-Chicago-Los Angeles cargo run. The schedules now give TWA three cross-country freighter schedules per day and a daily New York-Chicago run.

#### UNITED

Twin-engine aircraft have been dropped from United Air Lines' services at points east of Salt Lake City. They now are being served by four-engine equipment.

#### INTERAMERICAN

#### BWIA

With the introduction of daily Britannia propjet service this month, British West Indian Airways will up its frequency between New York and the islands of the Eastern Caribbean to a daily basis. The new schedule replaces a five-a-week Viscount operation on this route. On runs between Barbados, Trinidad, and Georgetown, British Guiana, Viscounts will take over from the DC-3s.

#### BRANIFF

Braniff International Airways last month opened service to Mexico City, via the San Antonio gateway and Dallas. The first through air service between the Mexican capital and Kansas City and Minneapolis-St. Paul is being offered.

#### IN

The Argentine air carrier recently established two new marks for itself, according to word from John F. Barrett, United



Barrett Cargo action

States general manager. Ini Airlines inaugurated DC-6 passenger - cargo service between Miami and Buenos Aires, and established a new DC-4 freighter flight between the same points.

The freighter operation, reportedly the result of a survey of shippers and forwarders made by Jetti Hedtke, interline

manager, departs Miami at 2 p. m. Saturday and arrives in the Argentine capital the following day. Stops are at Lima and Santiago. It was pointed out that "the new service is timed to allow orders to be filled as late as Friday and still provide time for shipments to arrive in Miami for weekend service."

A cargo arrival section has been established by Ini. This is for the purpose of expediting customs clearance and interline connections. Ini will reserve cargo space for both its DC-4 and DC-6 flights.

#### MEXICANA

Nonstop Comet 4C jet service between Mexico City and San Antonio was opened last month by the Mexican carrier. Flights are every Sunday, Wednesday, and Friday.

#### PAN AMERICAN

DC-8 jet flights between Miami and Panama recently were increased to 14 per week. Flight time is 2:35 hours,

#### PANAGRA

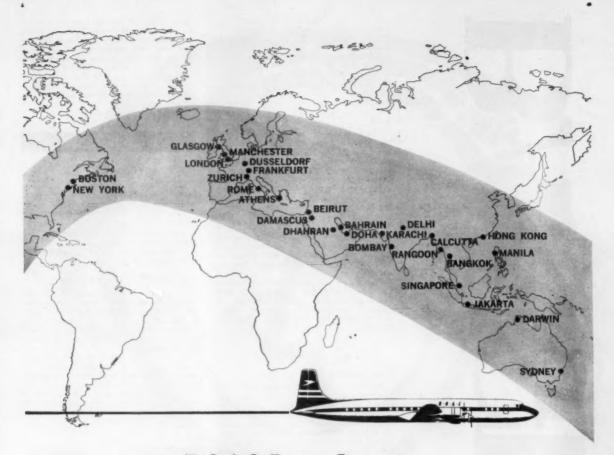
Panagra's DC-8s on the New York-Lima run are now on a daily basis. Takeoff from New York International Airport is at 10 p.m., making a single stop at Miami.

#### TRANSATLANTIC

#### AIR-INDIA

New winter schedule calls for Friday

PAGE 8-AIR TRANSPORTATION-Air Commerce



# BOAC Introduces... New "Large Door" All Freight Services To London, Glasgow, Manchester

Connecting with BOAC's\* All Freight services to Europe, Asia and Australia.

You can depend on BOAC's new all-cargo transatlantic flights...to London, Glasgow and Manchester.

For one thing, there's the personal attention BOAC gives. Then, there's the "large door" in the aircraft to accommodate shipments large and small. BOAC can fly 'most anything, 'most any size, 'most anywhere.

B-O-A-C

TAKES GOOD CARE OF YOUR CARGO



\*In association with Air India, BEA, MEA & QANTAS



. and 54 other cities are served by the global Swissair cargo network. Daily jet flights, plus all-cargo flights. Next-day delivery to all of Western Europe. Fast, frequent connections to Mid-East and Orient. Specify Swissair . . everywhere! Swissair, 10 West 49th Street, New York, N. Y. Offices in principal cities.

and Saturday departures at 10:30 p.m. from New York International Airport. The Indian carrier's Boeing 707 jets arrive in London at 10 a.m., local time. On Saturdays the plane continues from the British capital to Paris, Geneva, and Cairo, before terminating at Bombay. On Sundays, it continues from London to Frankfurt, Rome, Beirut, and Bombay, with direct connections to Calcutta.

#### SAS

The Scandinavian airline now is operating 10 New York-Copenhagen jet flights per week, six of which are nonstop. Other flights call at Glasgow, with two of these dropping in to Hamburg. Los Angeles-Copenhagen service, via Greenland, is on a five-a-week basis. Anchorage is offering twice-weekly nonstop connections to Copenhagen.

#### TWA

TWA has introduced two new freighter flights, departing New York International Airport every Wednesday and Friday at 1:30 a.m. Stops are at Shannon, London, and Frankfurt.

The airline last month inaugurated the first direct jet service between the United States and Dhahran, Saudi Arabia. In addition, it has opened jet flights to Milan, and added a new nonstop jet flight to Frankfurt.

#### TRANSPACIFIC

#### PAN AMERICAN

Willis G. Lipscmob, Pan Am's first vice president-traffic and sales, recently claimed for his company "the largest capacity to the markets of the Pacific in the history of commercial aviation." Last month it started offering Pacific shippers more than a half-million pounds of freight capacity from its West Coast gateways to Honolulu and points in the Far East and South Pacific. In addition to a weekly capacity of 315,000 pounds aboard passenger-cargo jets, Pan Am is operating fast, big-capacity DC-7F freighters.

#### INTRAEUROPE

#### SABENA

During the winter, the Belgian airline will operate freighter services from Brussels to the following points: London, seven flights weekly; Paris, six flights weekly; Amsterdam, five flights weekly; Stuttgart, five flights weekly (one returning via Düsseldorf, and four via Cologne); Milan, three flights weekly; Vienna, one weekly flight, via Nüremberg, returning via Nüremberg and Düsseldorf; Nüremberg, one weekly flight, returning via Düsseldorf.

#### TRANSAFRICA

#### ETHIOPIAN

Ethiopian Airlines last month established scheduled DC-6B service on a new Addis Ababa-Khartoum-Accra-Robertsfield run. While negotiations for traffic rights at Lagos are continuing between the Ethiopian and Nigerian Governments, that point is being used as a technical stop only. Ethiopian is seeking to extend its operation from Robertsfield to Conakry.

#### EUROPE-ASIA/AUSTRALIA

#### ROAC

With its Comet 4s released from North Atlantic service, the British airline has placed them in service between London, the Far East and Australia. As a result, jet operations between London and Singapore have been stepped up to three round trips weekly, and London-Singapore flights increased to 12 weekly. Further, a weekly London-Karachi jet run has been introduced, as well as two Comet 4 flights to the Persian Gulf for Middle East Airlines, an associated carrier.

#### **FORWARDERS**

#### BIF IS ACTIVE

Allan Barnett, vice president of Barnett International Forwarders, Inc., reports a substantial increase in the firm's import activity at its New York International Airport facility in 1960. Estimating an increase of 30% over the previous year, Barnett stated that the import staff has been enlarged and is now on a two-shift, seven-day-a-week basis.

#### AEI PARTY AT HANEDA

Air Express International Corp. recently marked the opening of its new freight terminal at Haneda, Tokyo's big airport, with a "spread" for guests representing air carriers and shippers. The firm's Far East manager, George J. Weenan, served as host of the cocktail party. The facility is located at the basement level of the airport's newly constructed freight building. It houses administrative and receiving offices, and general and bonded warehouses.

and general and bonded warehouses.

It is understood that AEI anticipates soon the establishment of a second Japan office, this to be located in the important industrial city of Osaka.









Above left Weenan, AEI Above Barnett, BIF Left Seitel, Allied

#### ALLIED IN OWN BUILDING

Allied Air Freight, Inc., expects this month to occupy its own building adjacent to New York International Airport. Executive offices will be transferred from its present location in midtown Manhattan to the structure which is situated at the corner of New York Boulevard and 147th Street, Jamaica. Some 7,000 feet of working space. In addition to providing offices for Allied's various departments, the building will serve as the



# PARIS SAYS "MAIS, OUI!"

THAT WESTERN UNION CABLE WE SENT GOT RESULTS.
THEY GOT THE FACTS AND FIGURES FAST... AND
IN WRITING. WE GOT THE ORDER!

TO BE SURE OF WESTERN UNION EFFICIENCY, YOU MUST MARK YOUR CABLES..." VIA W.U."



firm's main terminal, complete with ware-housing space and loading docks.

Robert Seitel, Allied's president, last month departed on a tour of the Far East, for the purposes of studying economic conditions there and establishing intercompany relationships with firms in that part of the world. He is due back early this month.

#### CAB

#### LANICA GETS PERMIT

Lineas Aereas de Nicaragua, S. A. (Lanica) has received a three-year foreign air carrier permit, authorizing it to haul passengers, freight and mail between "a point or points in Nicaragua, the intermediate point San Salvador, El Salvador, and the terminal point Miami, Florida, subject to the condition that all flights serving Miami originate or terminate in Nacaragua." Offroute charters are subject to the Board's Economic Regulations, Part 22.

#### RECENT AGREEMENTS

Following are various agreements filed with the Civil Aeronautics Board during recent weeks:

Cartage services: Air Cargo, Inc., with Ryder Truck Lines, Inc., Miami; W. H. Jackson, Columbia, S. C.; Central Storage Co. of Harrisburg, Harrisburg, Pa.; Richard Brown, Hutchinson, Kan.; Mercury Service Systems, Inc. In most of these cases, the new agreements supercede old ones. Also: Air Cargo, Inc., with Yellow Cab & Car Rental Co., Gulfport, Miss.; Airport Drayage Co., San Francisco; Dean R.

Gleed, Logan, Utah; Carl's Cartage, lowa City, Iowa; Glens Falls Drive Ur Self, Inc., Glens Falls, N. Y.; Seattle Transfer Co., Seattle; Cosmar Florist Delivery Service, Inc., Newark and New York.

Truck-air interline: American Airlines-Estes Express Lines; Pan American World Airways-Terminal Transport Co., Inc., Miami.

Cargo sales agency: Air Express International Corp.-Nederlandsche Luvhtvrachtcooperatie U.A.; Emery Air Freight Corp.-C. W. J. Miller & Co., Ltd. (United Kingdom)-Air Express International Corp.-United Air Lines.

Freight services: Continental Airlines, for BOAC at Chicago Midway Airport.

Office space: Leased by Trans Caribbean Airways to Allied Air Freight, Inc.

#### AIRPORTS

#### LOGAN INTERNATIONAL

The Massachusetts Port Authority reported that the Boston airport established a new cargo record last year, handling a total of 57,580,442 pounds.

#### PUERTO RICO INTERNATIONAL

Cargo handled in August reached 3,718,427 pounds, an increase of 3.83% over the same month one year ago.

#### PUERTO RICAN RED TAPE

A committee aiming to eliminate red tape in the handling of air freight traffic, as well as to expand airport facilities and improve generally the air freight services of the commonwealth, has been established at San Juan. Called the Air Facilitation Committee, it is headed by Frank C. Rubinan, Puerto Rico manager for Air Express International Corp. Vice chairman is Jose Antonio Santana, president of International Air Service.

#### SEATTLE-TACOMA

August handlings of freight and express totaled 3,740,666 pounds and 312,799 pounds, respectively. August 1959 freight total was 3,239,422 pounds, and express 285,986 pounds. For the first eight months of 1960, freight stood at 27,069,059 pounds, representing an increase of 3,322,053 pounds over the January-August 1959 period; and express at 2,150,191 pounds, a rise of 130,395 pounds.

In September, further increases were registered, freight poundage rising from 3.216,762 to 3.892,765; and express poundage increasing from 277,718 to 306,050. These figures brought the total for the first three quarters of 1960 to 30,961,824 pounds, a jump of 3,998,056 pounds over the same period a year ago.

#### JET AIRPORT FOR PERU

The new Lima-Callao International Airport was opened in late October. It is one of the most modern in Peru. Called a "Jet Age airport," its large temporary passenger terminal building will be converted to cargo use when the permanent passenger structure is completed in about a year. Limatambo Airport will continue to be used for piston-engine aircraft for some time.

The Peruvian capital is served by 11 Latin American, United States, Canadian, and European scheduled airlines.



Idlawild International Airport, Jamaica 30, N.Y., FAculty 2-8900 - Atlanta: POplar 7-0573 - Chicago: HArrison 7-5350 - Dallas: FLeetwood 7-9221 - Lee Angeles: MAdison 4-7614 - New York (80 Broad 5t.); Whitehall 3-1500 Philadelphia: ENterprise 6383 - San Francisco: PLaza 6-1243 - Washington National Airport: STerling 3-8278



### Precious Package...

Kid glove treatment is S.O.P. with Riddle Airlines. Air Cargo—from live animals to heavy machinery, with fruit, flowers, fish, and fashions in between—goes <u>first class</u> when you ship Riddle!

Follow the lead of progressive shippers...and switch to Riddle! You eliminate crating costs and excess shipping weight, and you pay lower insurance premiums. Most important, your cargo is shipped "T.N.T."—Tonight Not Tomorrow!

SWITCH TO RIDDLE ... and SAVE!

Nation's Largest North-South All-Cargo Airline



Executive Offices, International Airport, Miami, Florida, Phone TU 7-2651

U. S. Scheduled Air Cargo Route 109 and 120 WORLD-WIDE INTERLINE CONNECTIONS

DECEMBER 1960-PAGE 13

### Air freight is on its mind

# 75A GIRDS FOR

ARGENTINA, often thought of as the land of pampas and gauchos, is actually making rapid industrial advances. Eyes from all over the world now look toward this country for investment possibilities and trade advantages. It is here, in the capital city of Buenos Aires, that Transcontinental, S. A. got its start in 1957.

"Never before has Argentina needed air transportation as much as it does today. Industry is growing all over my country, yet we lack the road and rail network to bring the products to market. Air is the only immediate answer."

Juan Olmos, TSA's cargo chief, summed up our two-hour talk with these words. He had spoken with conviction and optimism.

Since 1943 Olmos has felt the pulse of Latin American eargo through four airlines, and he is well aware of the problems. He joined TSA three years ago and is at present reckoning with a lack of space on the New York-Buenos Aires run, a lack of pounds on the northbound trip, and an unrealistically high "administrative tariff" that has been levied on his domestic operations. Despite all this, he declared, with a Khrushchev-like thud on his desk, "domestic and international alleargo flights will be scheduled for TSA in the very near future."

It was just two days prior to my meeting with Olmos that I boarded the big Bristol Britannia at New York International Airport and headed south for the 6,500-mile trip to Buenos Aires. The flight, one of three that makes this run each week, had a full belly and tourist section load of 23,000 pounds of freight.

"Stacking seats and loading the front with cargo used to be a novelty," George Menrath, the airline's United States general manager and my traveling companion stated. "The influx of United States companies into Brazil and Argentina now makes this type of service a regular necessity. We're glad of it, too, for that 20,000 pounds up



BALES OF ARGENTINA-MANUFACTURED TEXTILES conveyed into a TSA Britannia propjet for shipment to North American importers. Airline is awaiting delivery of Convair 990s.

there in tourist-class equals the same revenue as 60 passengers."

After a fuel stop at Caracas, the first leg of the trip came to a close as we circled the naturally picturesque city of Rio de Janeiro, entered the pattern of Galeoa Airport, and rolled to a stop at the Custom's office. Equipment moved out to unload the machine parts and chemicals, destined for the active Brazilian branches of Pfizer and General Electric.

Dr. Giorgio Cosulich, manager of the Rio office, informed me that just a month before this unloading procedure could not have been witnessed. Galeoa made accommodations for jets only recently. Previously all TSA cargo consigned to Rio had to be transshipped from Sao Paulo via other air carriers. As I viewed the mass of material being unloaded, I understood the handicap the TSA cargo men in New York had

been faced with prior to August.

We were back aboard in less than one hour, and in another 55 minutes we were over Sao Paulo, reputedly the fastest growing city in the world.

This is the hub of industrial activity for all of Brazil. Jose Tudela, who runs the cargo show here, is confronted with many unique problems. Factories have sprouted all over the area-General Motors, Squibb, Bristol-Myers, Kaiser-Willys Overland, and many others that need rapid air freight service. Brazil, being larger than the United States, much of it covered by dense jungle, makes delivery to consignees in the interior a difficult and often hazardous undertaking. Working in the air freight field is always interesting, but not always quite as unusual as it is here.

Down the coast we continued with our weight of electronic equipment,

# THE FUTURE





Aliana

Sales

By WILLIAM E. BUDD, Assistant to the Publisher, Air Transportation



.



Olmos

ready-to-wear clothes, toys, and newspapers, then on into Ezeiza, the international airport of Buenos Aires. Here Flight 501 terminated, 20 flying hours from New York.

Ezeiza was built for heavy traffic and airport officials are planning a cargo center to handle the tons of air freight that come in daily from all parts of the world.

I watched the final discharge of freight and the first steps of the turnaround for the trip back to the States. Food samples, nutria, toxins, cherries, and furs were moving out to the yawning doors. To witness a scene like this was to fully appreciate the dynamics of the air cargo industry.

The headquarters of TSA is in downtown Buenos Aires. From the office window of Adolfo Aliaga Garcia I could see the throng make its way up narrow Avenida Cerrito, past the huge TSA sign at 1117, and off to other parts of the city. Senor Aliaga, general manager of the system, had just finished filling me in on top managemen's views on TSA's cargo future.

"Cargo is growing as a revenue-producing factor." he said. "We're all optimistic about the future and plan to have all-cargo flights next year in both domestic and international service."

He clicked the phone a few times and arranged for my meeting with the assistant general manager, Floreal Sales. It was he, together with Ernesto



Brown Hardie, chief of traffic and sales, who outlined the specific plans.

"We have ordered two Convair 990s and three Vickers Viscounts," Sales said with a pleased expression. "This

will bring our equipment tally to 16, with the existing two Britannias, seven Curtiss Commuters, and two Lockheed Super Hs. The Constellations, which we're leasing now, will be brought

back into TSA service for international cargo runs. It will probably be sold after we take delivery of the 990's, and we'll then move a Britannia into the same status of the Connies. The Commuters in domestic service will be used sporadically for charter and all-cargo flights, as needs arise. When the three Viscounts come in, we'll be able to move a few of the Commuters to permanent domestic cargo operation." By the time I left the general offices, I had been impressed with the knowledge that cargo was high on TSA's list of important projects and not merely an afterthought.

Ten minutes from downtown Buenos Aires is the domestic air terminal of Aeroparque. Curiously enough, the "domestic" schedules of TSA involve three countries-Argentina, Uruguay. and Paraguay. Twenty-eight times a week the twin-engine Commuters ply the 45-minute circuit to Montevideo, the handsome capital city of Uruguay where Jorge Marquez Vaeza and his son manage the TSA office. Twice a week these planes swing south to the Monte Carlo of South America, Mar Del Plata; three times weekly to the famous winter resort of Bariloche; and each Monday, Wednesday and Friday to Paraguay's governmental seat, Asuncion.



Some of the heaviest cargo traffic out of Aeroparque moves on the two daily runs to the industrial city of Cordoba. Sebastian Aprile, head of this TSA office in central Argentina, keeps close watch on the loading and unloading procedures here, for this is also the junction city for freight continuing north to the oil-rich areas around Tacuman and Salta. Familiar sights at the modern airport at Cordoba are the lines of bicycles, motor scooters and motorcycles that await loading aboard aircraft. All of the smaller cities in South America utilize bicycles as the primary mode of transportation, and the 17 manufacturers established in Cordoba move them all to market by air.

One and one-half flying hours southwest of Cordoba lies the city of Mendoza, the gateway to the Andes. Not too long ago an earthquake leveled the entire area, but the people rebuilt it and today it stands proudly as the largest Argentine city in the West, sporting the only skyscraper (nine



Mandrath





Stern



stories). Mendoza, famous for its wines, is the big exit point for cherries and grapes that move by air to Buenos Aires, and thence to markets all over the world. Carlo Walter Dona sets the pace here for the eight other TSA employees who maintain Mendoza's timetable.

Almost due west and just over the snowcapped Andes is Chile's capital, Santiago. TSA has recently announced a new service here, using the Britannias for direct flights from Buenos Aires three times each week. Schedules have been altered to meet the northbound flights from Argentina's capital to New York.

This area of the world is almost twice as far from New York as Europe, but the coming Convair jets will reduce the trip to 10 hours. The telescoping of time and distance undoubtedly will produce a greater tempo of air commerce between the north and south of this hemisphere.

New York, the most active cargo terminal in the system, is TSA's only port of call in the United States. From



the attractive ground floor offices at 666 Fifth Avenue O. F. (Ollie) Stern directs the traffic and sales efforts in this country. Stern, a familiar figure in the air cargo industry, has spearheaded the job that has resulted in exceptional gains in TSA's export freight picture.

"The southbound tonnage is growing appreciably," stated Stern, "but a large part of my time is spent in acquainting United States shippers with the types of products available from Brazil and Argentina. Once American importers become more aware of the manufactured products and produce that can be imported from South America, I am sure that there'll be no problem in locating United States markets."

He and his hard-charging sidekick, Vic Raso, district cargo sales manager, have boosted cargo revenue totals 260% in the past 12 months. Stern and Raso worked as a team prior to joining TSA. The fact that freight volume is six times greater than that of the previous year is indicative of the effectiveness of this combination. Queried about this growth, Raso replied:

"For the volume of freight that I need to fill the Britannias I naturally go to the forwarders and agents. They



represent thousands of shippers all over the country and they're as necessary to airline cargo operation as the travel agents are to the passenger side of the business. However, that doesn't preclude my own direct contacts with manufacturers. I have some customers who used surface transportation exclusively before I got my foot in the door."

George Menrath, who, like myself, had since returned to New York, had this to say:

"I guess you now see why people down below look up to New York for direction in this cargo business. We all hope that some day every one of our stations will bear the blessed problems of New York-one of too much cargo. As trade with South America continues to grow and this dream of ours becomes a reality, you will find TSA among the leaders of the cargo carriers."



TWENTY-SIX HUNDRED FEET of power and gravity conveyors (left) cut handling time by 40%. Customer Service Center (right) where freight agents deal with shippers. Reference material is con-

tained in rotating center section of desk. Ingenious telephone system adds speed to their operations. Improved system at UAL's San Francisco base has effected important savings in ground time.

United Air Lines' new mechanized freight facility at San Francisco International Airport has one big objective . . .

# Keep Those Air Shipments MOVING

By VIOLA CASTANG, Assistant Editor

BOOMING air freight traffic in the San Francisco Bay area is behind United Air Lines' new freight facility at San Francisco International Airport. It is, the big transcontinental air carrier claims, the "most modern mechanized air freight facility in the aviation industry."

The time in the air having been drastically cut by the arrival of the Jet Age, it seemed to United obligatory to do something about cutting the time on the ground. So it leased 22,000 square feet of floor space from the City of San Francisco, and packed it with time-saving equipment. Power and gravity conveyors take up 75% of the total area. A modern Customer Service Center, where the latest communication devices and techniques are employed, gives the customer speeded-up service.

The Rapistan Company of Grand Rapids, Mich., built and installed the conveyor system which slashes processing time of air freight by 40% and halves the number of time the shipments are handled.

Immediately outgoing shipments arrive at the receiving dock, they are placed on gravity conveyors extending



GRAVITY CONVEYOR (lower right) feeds outbound shipments to power conveyor which carries them to cargo handler in the doorway of a United Air Lines DC-7A Cargoliner.

from the 11 receiving doors along the dock. From the gravity conveyors they slide onto a power conveyor, which takes them to a central processing area.

At this point, while still resting on the conveyor, each item is weighed on a Mechano-Print Scale. The Detecto Scale Company of Brooklyn, N. Y. manufactured this machine, which automatically weighs and records shipments as they pass. Simultaneously, an air freight agent is making out an airwaybill and labelling each item. A recording of the number of multi-

(Concluded on Page 25)

DECEMBER 1960-PAGE 17

# TARGET: '61



THE EXECUTIVE STAFF of Air Express International Corp., (left) which gathered at New York headquarters for what they believed would be a routine staff meeting, heard instead an announcement by Chester M. Mayer, chairman of the board and chief executive officer, of the election of Alvin B. Beck as president and of Arthur D. Hussey as vice president. Instantly the meeting turned into a reception. Pictured at the reception were (left to right): John Buckman, Nat Gilbert, Joe Berg, Robert Landsman, Hussey, Beck, Rabert Johnstone, Mayer, Arthur Appleby, John E. Muhlfeld, Standley D. Ver Nooy, Duke Hillias, Hans Weichman, F. Cassi.

SCENE IN BRUSSELS (right) at the second annual meeting of the Medallion Air Freight System. Chairman of the system is Norman Barnett, president of Barnett International Forwarders, Inc. Forwarding executives from the United States, Belgium, West Germany, France, Italy, Netherlands, Sweden, and Switzerland attended parley.



GATHERED in front of Airborne Freight Corp.'s brand new headquarters building at San Francisco International Airport are officers and managerial personnel from all parts of company's world-wide system. Key men came to San Francisco from Atlanta, Boston, Caracas, Chicago, Detroit, Frankfurt, Los Angeles, New York, Newark, Philadelphia, Portland (Ore.), 5t. Louis, Seattle, and Tokyo. Sessions lasted three days.

ARTHUR A. NOTTELMANN, JR., president of Airfreight Service Corp., was on hand (right) at the opening of Airfreight Service Corp.'s Caracas office. Geserca C. A. is supervising customs clearance for ASC-forwarded shipments. Shown (left to right) are: Rodolfo Lloret, office manager, ASC; Eugene Rodriguez, general manager, Latin American Division, ASC; G. Jorges, director, Geserca; Nottelmann.





FRUIT LOADED into aluminum freight container and . . .



FORKLIFTED into an American Airlines airfreighter.

Pallets . . . Containers . . . Standardization

# The Honeymoon Is Over

This was the theme of a waterfront Materials Handling Conference held in New York City in late September, and it is also the theme for this discussion of pallets, containers, and standards in air cargo.

The aluminum container, the master pallet, and the newly established dimensions of the American Standards Association all have their good points. However, they do not represent goals to be blindly pursued. The day is gone when a man who rejects a container system is automatically branded as reactionary. The wild-eyed container addict is a menace unless he can prove that his plan will save time and money on some particular operation.

Recently a commercial airline executive announced that the local truckmen's pickup and delivery charges can easily exceed the total airline charges on a movement between New York and Chicago. Air cargo people now understand clearly why it is that package freight has been shunned by some railroads and motor carriers.

Several of our major railroads have recently announced that they will no longer handle small parcels and package freight, consigning this business to the Railway Express Company. Major motor carriers have often been branded as "cream skimmers" because of their great enthusiasm for full truckload lots and their relative lack of interest in small parcels. The trade



By JOHN L. EYRE
Senior Transportation Staff
Associate
New York Office
Arthur D. Little, Inc.

press regularly print the speeches by executives of retail store groups, mailorder houses and manufacturers of small machinery. These speeches have a common theme: the small-package shipper in America today regards himself as an orphan. It is he who has welcomed air cargo with open arms.

However, we would like to suggest that he was not abandoned by the surface carriers without reason. The cost of labeling, marking, sorting, handling and tracing small packages are tremendous. Private enterprise package freight carriers face strong competi-

tion from the parcel post services offered by the Government. Automated devices have just begun to solve the problems in this field. These must face up to the fact that there is very little uniformity in the sizes, weights, or markings of package freight.

Nevertheless, this is the business upon which air cargo operators must survive. The slow, unit-by-unit loading of a cargoplane was not a serious matter 10 years ago when labor was cheaper and the standard cargo aircraft costs only a fraction of the price paid for the airfreighters of the Sixties. Today, however, a new airfreighter will cost about as much as a 7,000-ton ocean-going cargo ship. This ship under the American Flag costs about \$3,000 a day to operate, and thus every hour is important. Consequently, it is clear that the air cargo industry can no longer afford to accept a manual, break-bulk, item-by-item loading sys-

Everyone in the transportation business is familiar with the impressive savings which result from handling cargo in units—that is, in containers or on pallets. It is important, however, to note that the greatest savings are achieved if unit loads can be transferred from one carrier to another—that is, from a truck to an aircraft, or from a railroad flatcar to deep-sea vessel. In the intercoastal steamship business (between New York and Cali-

(Continued on Page 22)

# GRAND TOUR... ...CARGO-STYLE

ONCURRENT with the pre-election campaigning of Messrs. Kennedy, Nixon, Johnson, and Lodge, KLM did a little whistlestopping of its own. Armed with a Douglas DC-7C/F, the first of a new fleet of converted freighters which boast high speed and 16-ton capacity, the Dutch airline's key cargo executives spent a week on an American tour, hopping from city to city.

At each stop, KLM unrolled a red carpet to shippers and forwarders, as well as to the general public. Tens of thousands of visitors trooped through the cargoplane in half a dozen cities, inspecting the static displays which told a vivid story of international air shipping. And at private receptions to which shippers and forwarders were invited, KLM put on an original musical playlet whose characters underscored the airline's claim to being the world's second biggest carrier of international air freight.

A staff of 26 comprised the traveling unit. Among them were KLM cargo executives from the Netherlands, England, Germany, France, Switzerland, Italy, and the United States; KLM's Cargo Queen; the cast of the play, of which the latter was a member; and a Douglas market research analyst.

- 1. MOST OF THE PARTICIPANTS in the KLM DC-7C/F tour pictured between one-day stands.
- GROUP OF COMMERCIAL SHIPPERS who flew from Detroit to Midway Airport, Chicago, to inspect the new cargo transport, pose with D. J. Koeleman, vice president and United States general manager (at extreme right of open cargo door).
- 3. AT SAN FRANCISCO RECEPTION (left to right): A. J. Rickard, KLM's United States cargo traffic and interline manager; Alex Muzzy, traffic manager of Marrison Knudsen, and his wife; Wally Palmer, San Francisco cargo sales representative, KLM; and Han D. van Doorn, freight sales manager-Western Hemisphere, KLM, The Haque.
- 4. QUARTET OF KLM EXECUTIVES relax for a moment at New York reception (left to right): Alvin E. Levenson, United States cargo manager; Michael van Heyningen, freight manager, Germany; George V. Lambert, United States sales manager; and Max Schneider, freight manager, Switzerland.
- 5. INTERIOR VIEW of part of the converted freighter, showing pictorial displays, manikins wearing native Dutch garb, and dog kennel.
- 6. DELIGHTED AUDIENCE of shippers and forwarders watch an original musical playlet which cleverly blends music and humor with the airline's cargo message. Louis den Hertog, manager of advertising and sales promotion, is master of ceremonies.
- 7. THE FASHION INDUSTRY'S ACCEPTANCE of air freight is symbolized by these fashion models at Philadelphia.
- 8. SMALL FRY AT LOS ANGELES learn that all kinds of live animals, even elephants, are shipped by air. This sea lion is a gift to the Rotterdam Zoo by Pacific Ocean Park. The Dutch damsels are Nella Verbeek (left) and Toni Trompper, KLM's Cargo Queen.

Centerpiece:
MONTAGE of the wide range of airborne products highlighted by KLM during the DC-7C/F tour.

PAGE 20-AIR TRANSPORTATION-Air Commerce



















DECEMBER 1960—PAGE 21



Speedy service. Efficient service. Complete service. That's what you get when you rely on American Express for your air cargo. American Express... with world-wide offices and seasoned freight experts...takes care of everything for you. Custom brokerage, all necessary documentation...American Express offers you the advantages of responsible world-wide service.

IATA Approved Cargo Sales Agents AMERICAN EXPRESS FOREIGN TRAFFIC

New York City 6 143 Liberty Street—WHitehall 4-2000—Idlewild Airport Air Cargo Building, New York International Airport, Jamaica 30, N. Y.—OLympio 6-5663-4—Boston 9 177 Milk Street—HUbbard 2-2766—New Orleans 12 143 Barons Street—JAckson 2-6302—Cleveland 13 1370 Ontario Street—CHerry 1-5321—Chicage 3 18 S. Michigan Avenue—FRanklin 2-6565—Los Angeles 14 520 West 7th Street—TRinity 6908—San Francisco 8 550 Kearny Street—EXbrook 2-4951—Toronto 1 23 Melinda St.—EMpire 4-5221-2—Montreal 2 410 St. Nicholas St.—Marquette 9291.

F.M.B 417 OFFICES IN PRINCIPAL CITIES OF THE WORLD

#### HONEYMOON IS OVER

(Continued from Page 19)

fornia) charges at terminals would generally total about \$7.50 per ton at each end of the voyage. This is a break-bulk, package-by-package operation.

If containers or pallets are loaded on pier, the charge at each terminal would be reduced from about \$7.50 a ton to about \$4 a ton. However, if a truck or railroad car comes to a pier with a fully loaded and sealed container, which is then mechanically loaded aboard ship, the savings are far more dramatic. The cost of this operation will probably be 75¢ a ton or less as against \$7.50 for the break-bulk system. In general, the same sort of economics will prevail for a motor carrier, a railroad, or an air cargo carrier.

Let us now look at three typical air cargo shipments which might be as follows:

1. Origin 8. Vis 3. Via 4. Destination
Poughkeepaie New York Paris
Baton Rouge New Orleans Lima Salaverry, Peru
Stockton San Francisco Tokyo Nagoya, Japan

Let us further assume that we have

designed a modest-sized container measuring 54" x 44" x 40". This unit offers 16.5 square feet of loading surface and a total of 41.7 cubic feet. If we place such a container in Poughkeepsie, New York, how long do you think it will stand there before it has a full load for Chartres in France? How long will such a box wait in Baton Rouge, Louisiana, for a full load to Salaverry, Peru, or in Stockton, California, for a full load to Nagoya?

It is quite clear in both our military and commercial air cargo pictures that very few situations exist under which unit loads can move through airports at both ends of a run. With a container system in existence today, the terminal operator at Poughkeepsie, Baton Rouge, or Stockton would have two unhappy choices. He could hold his container until it was full and thus sacrifice all of the benefit of an air cargo movement. Failing that, he could ship the unit with a partial load and thereby sacrifice valuable cubic.

An obvious exception to this will be found in the case of a major military installation or of a major commercial shipper who is located in a smaller city but who can produce a steady volume for an overseas destination. These, however, are a rarity today.

Thus, we are forced to conclude that the greater benefits found in moving unit loads through major terminals are generally not available to the air cargo carriers of 1960.

A container in any transportation system today offers certain penalties and certain gains. It adds weight to the shipment and it consumes substantial cube. Containers are expensive to buy and expensive to maintain. They require overhead expenditures as they must be traced and routed through a logistic control system. Worst of all, they must be returned to their point of origin, even though a backhaul may not be available.

On the positive side, containers give protection against pilferage, damage in handling, weather, heat and cold. Because they assemble smaller packages into a unit load, they reduce handling costs, increase speed and in certain cases reduce paper work and overhead burdens.

We have set forth this brief review of positive and negative points to suggest that the penalties are more serious in air cargo movement and the gains less impressive. The cheaper operation of a ship, a railroad train, or



a motor carrier can more easily withstand the losses of weight and cube. Because of the tremendous volumes that motor carriers, steamship lines, and railroads carry, they are frequently in a better position to develop balanced movements and to avoid the awful penalty of "deadheading" empty containers.

Steamship and railroad cargo is frequently held in the open where pilferage and weather damage become serious. problems. Longshoremen on the waterfronts of the world are perhaps not as delicate in their handling of goods and merchandise as are the handling crews in our air cargo systems. While pilferage represents a problem in air cargo, this is a far more serious matter for the surface carriers.

Our key point here is that a container must do something more in a transportation system than simply unitize. All of the benefits of unit movements can be achieved through the use of a pallet. It is my belief that the air cargo movement of the next five years can generally not afford the penalties of a container system, but can afford (and must have) the benefits of a pallet system.

There are, of course, numerous exceptions to this. We have, for example, the magnificent container recently developed for movement of the ICBM Minute Man, the combat units carrying subsistence items and weapons for paratroopers, the plastic boxes developed for delicate instruments, special refrigerated units for blood plasma and frozen food, and strongly built containers for high value items such as perfume, liquor, currency, etc. These and other special situations require container operations in the air cargo system of today.

For the past two years, the American Standards Association and the American Society of Mechanical Engineers have been working, with considerable encouragement from the military and the Government, to develop standard container and pallet sizes. The American Standards Association Committee MH-5 includes representatives of the U. S. Air Force, Military Air Transport Service, and virtually every other Government agency concerned with transportation as well as a wide variety of commercial groups.

Recently, a special sub-committee was appointed under the direction of Wendell Stevens of Pan American World Airways. This committee was formed to bring the air cargo carriers into the standards program. It includes representatives of most major cargo-carrying airlines. The parent committee has virtually reached agreement upon the first important family of sizes, this being so-called van containers. A van container is a unit



which roughly matches the dimensions of the box on a standard over-the-road truck. The dimensions selected are as follows:

Height -8'.

Width -8'.

Lengths-10', 20', 30', and 40'.

These are outside dimensions which must be adjusted downwards if we are to consider pallets placed inside these containers or truck trailers.

Before proceeding further with our discussion of standards, I would like to consider the extent to which air cargo carriers must concern themselves with dimensions applied to other modes of transportation. An airfreighter is most efficient in a relatively long haul. The same may be said for a railroad or a steamship line. While motor carriers handle impressive tonnage in long-haul trades, the motor carrier enjoys its greatest advantage in relatively short hauls.

It is, of course, the truck which stands alone in its ability to deliver cargo to virtually any factory or home in the country. Consequently, in offering service on a door-to-door or smalltown-to-small-town basis, airlines and the Air Force are married to and integrated with the motor carriers-to a far greater extent than with railroads or ships. While transportation experts have often talked of rail-air, and shipair combinations, we believe that a definite inherent advantage study will show that these have a limited future. while on the other hand, the marriage of airplanes and trucks is essential and inevitable.

The van container sizes which we have mentioned seem certain to be standard for trucks in the United States highway system for many years to come. One other dimension which is important to mention is the 35' length which was standard only a few years ago. However, every state in the union except Pennsylvania has now



and 54 other cities are served by the global Swissair cargo network. Daily jet flights, plus all-cargo flights. Next-day delivery to all of Western Europe. Fast, frequent connections to Mid-East and Orient. Specify Swissair... everywhere! Swissair, 10 West 49th Street. New York, N. Y. Offices in principal cities.

accepted the 40' length for highway vehicles.

There are also a large number of 17' short-haul trucks operated in major cities of the United States. However, the 8' width (outside) is universally accepted, and it is this dimension which concerns us most seriously in air cargo. This can be translated to a width of 88" to 90" in the inside of a standard highway unit. It thus follows, in our opinion, that few air cargo pallets of the future should be operated unless they have one dimension which is less than 90".

In considering dimensions of overthe-road vehicles in other countries, we are greatly assisted by the fact that in



Europe and in many parts of the Far East, flatbed trailers are a far larger part of the national highway fleet than they are in the United States. While the 88" pallet will slightly overhang the edge of older units, it can be handled aboard flatbed trucks throughout most of the United Kingdom and the European Continent.

We would offer a word of warning on this general subject of standards. Many transportation experts have complained that the pallet standards groups are proceeding from the false assumption that standardization is, per se, good and essential. They suggest quite properly that standardization can inhibit progress in a growing industry. Some air cargo enthusiasts have proceeded on the assumption that air cargo is a separate entity which need not concern itself with the decisions of truckmen and terminal operators.

A similar philosophy was adopted recently by several steamship lines—with unfortunate results. This standards program is not an intellectual exercise or a debating project. It has forceful support from the military and from all branches of the Government. It is generally endorsed by all segments of the private transportation industry. Accordingly, we would urge that the air cargo people both in the Air Force and in commercial operations continue their active participation in Committee MH-5, if only for defensive reasons.

You may well ask when it will be that air cargo can enjoy the substantial savings which result from movement of full units (in pallets or containers) through major terminals. The answer depends entirely upon the ability of air cargo carriers to attract large volumes of freight from load centers away

from major airports. It will certainly be necessary for major airlines, forwarders, and shippers constantly to review their cargo analysis figures in order to take advantage of unitization at the earliest possible time.

We suggest, however, that the first appearance of unit air cargo shipments moving through air terminals will come when freight forwarders in major cities begin to consolidate at their terminals or warehouses located some blocks or miles from an airport. There are already signs of this development. We can perhaps look in the very near future to the day when a forwarder will engage a specific amount of space regularly on every flight from Idlewild to Paris, or from New Orleans to Lima, or from San Francisco to Tokvo. Such a forwarder could then load his container and deliver it for movement through the airport terminal (as a unit) directly to the plane.

It will not be long before this step produces a demand for so-called "all-cargo" rates. This is an extremely interesting outgrowth of the pallet and container development. It has resulted already in the "all-cargo" rates for railroad and motor operations under the famous Plan III TOFC (piggyback). This plan is worthy of mention here for two reasons:

▶ It gives us an advance look at what air cargo may some day expect.
▶ Of greater importance, it represents a powerful retaliatory device whereby the motor carriers and railroads of America can resist and retard

Many people have erroneously assumed that surface transportation will remain constant while air cargo grows at a magnificent pace. Nothing could

the growth of air freight.



be farther from the truth, as the water carriers and other rivals of the railroads can tell you.

Under Plan III a railroad agrees to move two truck trailers (or containers) from one point to another for a flat price. Thus, two truck trailers can be moved on a railroad-owned piggyback flatcar from New York to Chicago for just over \$450. So long as certain weight limitations are observed, the railroad does not care what is in the trailers or containers. Thus, fishmeal and fertilizer could easily move at exactly the same rate as Scotch whiskey and fancy textile items. Plan III rates are under attack and have been op-

posed by some (but not all) ICC commissioners. However, most people believe that something like this Plan III "all-cargo" approach is inevitable not only in rail transportation, but for motor carriers, steampship lines—and even the cargo airlines.

The plan is a particularly effective device for countering air cargo. This is true for at least two reasons:

The plan involves a very closely integrated truck-rail-truck movement under which excellent service can be provided. Morris Forgash, President of the U. S. Freight Company, has suggested that piggyback operations can result in second-morning delivery in Chicago (from New York), third-morning delivery in Denver, and fourth-morning or better on the West Coast.

▶ Plan III movements, which are largely arranged by forwarders, do not discriminate between high- and low-value cargo. Thus, an efficient Plan III operation managed by a freight forwarder could compete most effectively with commercial air cargo carriers charging premium rates for high valued cargo.

The foregoing, somewhat philosophic discussion, suggests the following six conclusions:

 Air cargo involves movement of package freight which is more expensive and more difficult to handle than full planeloads, carloads, or truckloads.

2. Containers have a limited place in the air cargo picture of the next five years to eight years.

3. Unitization (on pallets) is essential and now feasible for movements between major airports.

4. The greater benefits of integrated (truck and air) unit handling must await development of substantial and steady volumes at load centers away from major airports.

5. Standardization is primarily important to match air cargo carriers with motor carriers—and of limited importance insofar as rail and water carriers are concerned.

6. The air cargo industry must consider the implications of "all-cargo" rates.

#### SHIPMENTS MOVING

(Continued from Page 17)

piece shipments is made by two electric photocell counters.

The power conveyor then carries the freight along to a general sorting area. Here it is shifted to gravity conveyors on which shipments destined for specific cities are lined up. The gravity conveyors extend directly to the door of the outbound plane when the freight

FASTER, MORE DEPENDABLE
AIR CARGO SERVICE



This map belongs on your wall!

22' x 34'

# This map shows how **AIRBORNE** gives you complete coverage

Large colorful map showing U.S. Airport cities and comprehensive Airborne coverage belongs on *your* wall for ready reference.

For a free copy, write on your company letterhead to Airborne Freight Corporation, International Airport, San Francisco, California. Established in 1946, Airborne's position as the world's largest volume air freight forwarder is a result of giving the world's best service to discriminating shippers!

Call an Airborne representative today. He can tell you how personal service at Airborne's 480 offices around the globe can help you get faster, more dependable, more economical air movements.

Domestic & International

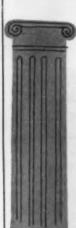


GENERAL OFFICE: San Francisco International Airport • San Francisco • California 480 Offices Around the World

is taken aboard. The storage gravity conveyors are used in two ways. Nineteen of them, each 40 feet long, are used to hold shipments for placing aboard passenger-cargo aircraft. Sixteen 49-foot conveyors are utilized for loading all-cargo DC-6As and DC-7A Cargoliners.

United has come up with an estimate that its conveyor system will handle 93% of its total air freight. This, in addition to enormously reducing the more cumbersome forklift-pallet operation, will obviate both rough handling and excessive stacking, the airline states.

According to United, the Customer Service Center represents a completely new concept in expediting information to air freight customers. Here, a communications room has been equipped with a so-called Mainliner Freight Desk. Manufactured by the Acme Visible Records Company of Grozet, Va., the desk has been designed in such a way that eight work positions for freight agents project from a central rotating section. Information needed to answer incoming telephone callsflight forwarding records, copies of airwaybills, reserved air freight records, transfer records, schedules, rate



# Integrity,Knowledge,Experience

That's the story of the Barnett companies. A pretty successful story it is too! And one that's been going on since 1887.

What better testimonial can we have than clients who have been with us over fifty years, and with whom we have been proud to grow. We've got lots of new clients also, with new products, new markets and new problems of distribution. We're helping them compete in today's markets by keeping delivery speeds up and distribution costs down.

Why just assume that your current shipping methods are best for you when all it takes is a free consultation with one of our representatives to learn the facts.



Cali or write

#### BARNETT INTERNATIONAL

BRyant 9-1616 543 West 43rd St., N. Y. 36 FORWARDERS, INC.

cards, tariffs, regulations, etc.—is conveniently filed within the electrically powered rotating section, 13 feet in diameter. All an agent has to do is press a button at his work position, and the required material is swung into arm's reach. Before, he would have had to shuttle endlessly between the phone and the filing cabinets, to get the answers.

The Mainliner Freight Desk has other time-saving features. One is the presence at each work position of a multipurpose telephone, providing the agent with direct telephone connections with the airline's Operating Base at Deaver, where all of United's movement of traffic is controlled. Another is the microphone which links each agent

at his work position with the freight processing area in the terminal. This helps him when he needs information on individual shipments.

An electronic writing machine connecting the freight office with United's cartage agents, and a teletype system which will link the freight terminal with every city on the carrier's system, are further features. Also, closed circuit television displaying information on flight arrivals will be installed.

Equipped to deal with at least four times the amount of freight at present carried by United—and to do it quicker—the new terminal is intended to provide adequate capacity for stepped-up volumes through 1965.

Orders are now being accepted for Leather-Bound Volumes of all twelve 1959 issues of

### AIR TRANSPORTATION

including the big 13th Edition of the

### AIR SHIPPERS' MANUAL

Price: Ten Dollars (Postpaid)

Don't delay! Send your order in now!

# From The Readers

... Enjoy Air Transportation very much, Quite informative. Keep abreast of the times.

Harry L. Ryan Traffic Manager Ash Grove Lime & Portland Cement Co. Kansas City, Mo.

... Very informative.

W. J. Lewis Traffic Supervisor Ethyl Corp. Baton Rouge, La.

We enjoy your publication . . . Bert Infante Traffic Mana

Traffic Manager
John Sexton & Co.
Pittsburgh, Pa.

. . . In his article in the September issue, Mr. Seiler has said a few things which many people in air freight have either overlooked or ignored. I think his words are especially important when they are read after Sir William Hildred's report . . . Baymond Altendorf

Raymond Altendorf Los Angeles, Calif.

Werner Seiler's article, Where Do We Go from Here?, was published in the September issue. Mr. Altendorf's second reference is to Sir William's report to IATA on the progress of cargo, which likewise appeared in the September issue.—Editor.

I concur in the main part with Chick Holden's observations concerning the September issue of Air Transportation. Mr. Beck's article, Is the Cart Before the Horse? was particularly enlightening and conducive to the type of foresight that is necessary to help the air cargo business example its proper place.

assume its proper place.

Realizing the potential of air cargo is still in the future, and as Mr. Holden points out, a greater understanding be tween carriers and agents would be helpful in achieving this. However, in my opinion, the most important link in this chain is the shipper. Lower rates and increased schedules will at best only serve to induce more of the same cargo into the holds. When the airlines learn to sell to the shippers the concept of sound distribution by air for products which have until this time never seen the inside of an airplane, then and only then will we start to realize the vast potential of the air cargo business. This understanding referred to by Mr. Holden is necessary, but also let it be known that the shippers' needs should be understood in order to plan for the future of this business which can be so vital to us all.

H. Goeler Foreign Traffic Manager American Cyanamid Co. New York, N. Y.

#### FACSIMILE MAIL UNSHROUDED

Facsimile "Speed Mail," a form of mail delivery which can have a profound effect on the future of air letter mail, was unveiled last month by Postmaster General Arthur E. Summerfield. It was immediately hailed by him as "another major landmark in the development of our American Postal System."

Still in the experimental stage, Speed Mail is in operation between Washington, Chicago, and the Civil Defense headquar-Cricago, and the Civil Defense neadquar-ters at Battle Creek, Mich., was transmit-ting on the opening day official correspon-dence for more than 40 Federal agencies between the three cities. The Postmaster General would, if the revolutionary system proves to be practical and economical, expand it to public use—a possible eventu-ality which appears to be it the hands of the new Kennedy Administration.

The system employs microwaves—similar to those used by the television industry—to send letters between the three cities, and then uses facsimile reproduction equipand then uses tacsimile reproduction equip-ment to convert the microwave impulses into the printed letters. Last month's opening experiment with Speed Mail rep-resented what was described as a "major advance over the first experiments con-ducted by the Post Office Department a year ago." (January 1960 AT; Page 4). Since then, equipment has been developed to insure secrecy throughout in the fac-simile process—the first such developments for postal use in history.

Speed Mail works this way:

1. The sender types, writes, draws or otherwise imprints his message on a Post Office Department form (somewhat similar to the V-Mail form of World War II).

2. He folds and seals the letter, then ails it. The Post Office Department mails it. pointed out that this is the last time the letter is viewed by human eyes.

3. At the local post office, it is sent to the Speed Mail Unit. One machine places a code mark on the letter which guides it through the "brain" of the system—a complex electronic switching equipment— which directs it to the correct destination printing machine.

4. Moving on to other machines, the sealed edges are trimmed off; the letter is "read" and transmitted over a microwave system to the destination post office. There it is reprinted in its original form, automatically folded, sealed, and sent out

to the addressee.

The basic sending and receiving system between Washington and Chicago consists of four sending and four receiving units in the capital and an equivalent number of machines divided between Chicago and Battle Creek (three in Chicago and one in Battle Creek). Each sending and re-ceiving unit can handle one letter every four seconds. Therefore, Washington can send one letter per second and, simultaneously, receive one letter per second. The Midwest system can also send and receive one letter a second between the two cities. Chicago, because of its greater number of machines, can send and receive at a faster rate than Battle Creek.

In addition to the basic system of four units each, the Washington and Chicago conditions-be placed out in a suburban

Post Offices actually have three additional receiving units. These are regarded in theory as "satellite" receiving units, and would — under future normal operating post office.

FAST FREIGHT... INTERNATIONAL AIRLINES

> Here's the fastest freight service to Ireland and Great Britain.

New York and Boston to: Shannon. Dublin, Belfast, Birmingham, Blackpool, Bradford\*, Bristol, Cardiff, Edinburgh, Glasgow, Isle of Man, Jersey, Leeds\*, Liverpool, London, Manchester, Newcastle\*

#### IRISH JET CARGO SERVICE STARTS IN DECEMBER

For pickup and information call: Plaza 7-9200 New York International Airport, Cargo Building 82, Olympia 6-6160

WITH BKS



Postal engineers have suggested a nation-Postal engineers have suggested a nation-wide network of Speed Mail stations in 71 big post offices at strategic points. The plan would provide direct Speed Mail links between major population centers. The Post Office Department's system is basically the same as facsimile transmis-sion systems in use in industry and business for many years. However, the postal experimental application, it was said, differs in these two major respects: (a) it uses the latest and fastest equipment 100 to 400 times faster than equipment used by wire news services to transmit photos; and (b) It has additional equipment, never before available, to insure secrecy of the material being transmitted.

In addition to sending and receiving standard typewritten or handwritten letters, the system can transmit the most compli-cated and detailed drawings, charts, blueprints, etc. Since it reproduces copy exactly, it can not make an error in the

transmission process.

#### MAIL BY ROCKET

For years the delivery of long-distance mail has been predicted. Latest word of the subject is by Michel Maurice-Bokanowski, French Minister of Posts and Tele-graphs. Study of this method of transport has "well advanced," he stated recently. Experimental rocket mail flights may be made in 1961.

#### INTERLINE

#### MORE REA PACTS

Newest coordinated air-surface agreements between Railway Express Agency and certificated air carriers involve Pan American World Airways, Alaska Airlines, Capital Airlines, Continental Airlines, and Mohawk Airlines. The REA-Pan Am deal involves simplified, through handling of import-export shipments on a worldwide import-export snipments on a worldwide basis. The other agreements are for inte-grated domestic air freight-surface ex-press service to and from cities without commercial airport facilities. REA now has entered into deals with a total of 14

#### HANDLING - PACKING

#### NEW MEAD DIVISION

The Mead Corporation has opened its New Products Division which has been set up to create, "new, more efficient, cost cutting packaging systems of particular interest to the steamship, railroad, trucking, airline, and import-export industries." As described by D. F. Morris, president, "the New Products Division" is taking advantage of new technology and new concepts of management to bring the systems approach to the packaging industry." It will study packaging problems from the pro-duction line to the receiving point in a wide variety of industries, with emphasis on the capacity of the package to stand up during transportation."

According to Morris, the division would "assist the transportation industries by concentrating upon packaging which would reduce losses from breakage during ship-ment." He said that it has already developed a number of light-weight containers of high strength which will reduce costs. Packag-ing systems developed by the division are

## A E An

SAVE UP TO 47%

Announces New Low Specific Commodity Rates and Minimum to 99 Key Destinations in Europe, Africa, Middle & Far East

With new minimums for all and new rates for many commodities, movement via AEI saves up to 47% on airline rates, or to 56% on air parcel post. Still Golden Rocket "first-flight-out, jet-where-available" service on one call, one responsibility, one airwaybill, one invoice.

For finest, fastest service, lowest rates, call AEI today!



World Headquarters: 90 Broad Street, New York 4, N. Y. Pioneer in international air express since 1935. Not afficiated with any other air express company.

GOLBEN ROCKET OPPICES:

New York - Chicago - Newark - Les Angeles

Philadelphina - San Francrico - Detroit - Atlanta - Daltas - Houston - Milami Rew Orleans - Ohlaboma City - Washington, B. C. - San Juan, Puerto Rico

Here are some specific commodities, where new low rates apply, auto parts, chemicals, electrical appliances, machine parts, office machinery pharmacuticals, radio a tv. textills. Typewriters, wearing apparel.

aimed at facilitating and speeding loading and warehousing. The Mead president added:

"The division is not merely making better mousetraps. Its field is the entire realm of manufacturing, sorting, assembling, packing, shipping, warehousing, advertising, and merchandising a product. Without such a broad approach, it is not possible to make substantial contributions to the solution of packaging problems or to effect significant economies."

#### FACTS & FIGURES

#### UNITED STATES AIRLINES

#### ALLEGHENY

Cargo — All-time high established in September when 1,140,000 pounds of freight and express were hauled. Total topped previous September's by 50%.

#### CONTINENTAL

Freight — First three quarters of 1960 have produced a total of 3,527,000 tonmiles, as against 1,708 ton-miles in the same period of 1959.

Express—Nine-month total was 1,045,000 ton-miles, a substantial increase over the 519,000 ton-miles flown in January-September 1959.

#### FLYING TIGER

Freight-Robert W. Prescott, president, reported that "cutbacks in military con-

tract operations of the Government and a slight decline in air freight revenues" brought a net loss of \$566,460, after taxes and special items, in the September 30 quarter.

#### MOHAWK

Express—A new high was set when the airline transported 252,172 pounds in September. Total was 32% higher than the previous September's.

#### FOREIGN AIRLINES

#### BEA

Freight—August total was 1,179,000 tonmiles, a 17.9% increase over the same month a year ago.

#### BOAC

Cargo—During fiscal 1959-60, the British airline increased its average cargo capacity on each service 5% to 9.4 tons. Capacity sold averaged 5.3 tons, an increase of 4%. Ton-mile capacity rose 26% to 476 million. Each unit of freight flew an average of 4,222 miles.

#### MILITARY AIRCRAFT

#### NEW PLANE PROJECTED

A revolutionary combat transport plane which will be able to take off and land vertically, will be developed cooperatively by the Air Force, Army, and Navy.

#### COMMERCIAL AIRCRAFT

#### DOUGLAS CARGO CONVERSIONS

In step with the current trend towards increased airfreighter operation, Douglas Aircraft reported recently that it has more than \$5 million in new contracts to convert DC-7C passenger transports into all-cargo configuration. Orders include two each from Alitalia, BOAC, and Japan Air Lines, plus 10 from Riddle Airlines. Riddle's order includes seven options. When completed, the freighters will be able to haul up to 19 tons of cargo at speeds up to 350 miles per hour. Earlier, Douglas had received contracts for converting 24 DC-7 series aircraft for American Airlines, United Air Lines, Pan American World Airways, and KLM.

#### MORE SABENA CARAVELLES

Le Roy du Vivier, Sabena's general manager for North America, announced that the Belgian air carrier has increased to six its order for Caravelle-Mach VI Continental jets. Delivery of the aircraft is scheduled to start next month.

#### CONVAIR JET FOR ALASKA

Alaska Airlines has purchased a Convair 880-M jet for delivery in April, 1961. The 615-mile-an-hour transport will be introduced on Alaska's Seattle-Fairbanks-Anchorage run.

#### NEW OFFICES

#### AIR EXPRESS INTERNATIONAL

Los Angeles, Calif.—Room 400, Customhouse Building, 354 S. Spring St. Phone: MAdison 6-4857. Larry B. Watson, import manager.

Washington, D. C.—National Airport. J. Kasoff, operations manager.

#### IBERIA AIR LINES

New York, N. Y.—518 Fifth Ave. Phone: MUrray Hill 7-6332. J. M. Sagrista, U. S. general manager.

#### KLM

Buffalo, N. Y.—Walbridge Building, 51 Court St. Hans Elsevier, district sales manager.

Newark, N. J.—Suite 721-722, Raymond-Commerce Building, 1180 Raymond Boulevard. Guilford Ross, cargo sales representative.

### NOW DAILY PANAGRA JET SERVICE

Speeds your air cargo to South America Only Panagra flies jets daily to Lima from New York—via Miami and Panama. And jets cut your cargo time in half—shipments arrive faster at no extra cost. Four jets weekly to Buenos Aires. Also frequent DC-7 cargo service.

For details, call your cargo agent or Pan American World Airways, Sales Agent for Panagra.



#### CONGRATULATIONS

#### UNITED STATES AIRLINES

Alaska: Admiral Joseph H. Clark, USN (Ret.) named chairman of the Executive Committee . . . Raymond J. Wadsworth appointed assistant vice president-sales. He was formerly associated with Eastern Air Lines.

Braniff: Edmundo Perez returns to the airline as district sales manager in Mexico City.

National: Revision of National Airlines' organization finds the following executives in new area responsibilities: Robert E. Wieland, vice president, Northern Area; Robert A. Roe, general manager-Southern Florida Area; Melvin Smith, general manager-Central East Coast Area; and Thomas A. Prevost, general manager-Western Area.

North Central: Two new regional superintendents of stations have been appointed — Robert L. Borgerding, Eastern Region; and Kenneth L. Hubertus, Central Region.

Northwest: A. Jean Maurel, for the past two years senior sales representative in New York City, promoted to assistant district sales manager... Morley F. Emerson, Chicago district sales manager. moves to Hong Kong as sales manager... Joseph S. Sykes, who previously held the latter spot, switches to Tokyo in a similar position there. Robert Martin, who headed sales in Japan, returns to the States as Minneapolis-St. Paul district manager.

Panagra: James K. Butler, regional manager in South America, decorated by the Peruvian Government for distinguished services to that country.

United: Robert M. Ruddick, vice president and assistant to the president, assumes direction of the system's community relations and publicity activities. Ruddick started his UAL career 17 years ago as New York area cargo manager.

Seaboard & Western: John H. Mahoney, who until several weeks ago served as vice president-corporate affairs of Capital Airlines, returns to the transatlantic all-cargo airline as senior vice president-sales. In his previous association with Seaboard, he served as vice president-gov-



Indirect Air Carrier IATA Agent F.M.B. #2222

Effective December 28, 1960

CONSOLIDATION SERVICE TO CARACAS • CURACAO ARUBA

#### AIRFREIGHT SERVICE CORP.

Cargo Building 80 Room 222
New York International Airport
Jamaica 30, N. Y.

OLympia 6-7271 Cable: AYESSCEE

CLASSIFIED ADVERTISEMENTS See Page 37



Mahoney Seaboard



Lesieur Air France-TAI



del Portillo



Delaney

ernmental affairs. Prior to that he was with American Airlines. Mahoney joins an executive staff composed of Richard M. Jackson, president; Carl D. Brell, senior vice president-operations; Samuel I. Fondiler, senior vice president-finance and treasurer; Wallace P. Neth, vice president and secretary; John H. Rosenwald, vice president-administration; and Alastair Thomson, vice president-cargo sales.

#### FOREIGN AIRLINES

Alitalia: Guido Vittori and Joseph Le-Tourneau have been elevated to the respective positions of assistant to the North American general manager, and manager of public relations-North America.

Avianca: Lorenzo G. del Portillo, exvice president for Cubana Airlines, named United States sales manager for Avianca. He has had a quarter-century's air transportation experience . . . Charles P. Pflueger appointed special representative in Montego Bay.

Icelandic: Robert E. Delaney succeeds Nicholas Craig as president. He has been vice president, general counsel and board member of the airline. Craig recently retired.

KLM: Henry Kluck moves from New York to Philadelphia to take over a spot as freight account executive.

Mexicana: Angus MacMillan (ex-BOAC and Pan Am) appointed regional sales manager in Chicago.

Sabena: Glenn Ensminger named manager of cargo sales for the Philadelphia area.

TAI: Henri J. Lesieur, general manager of Air France's North, Central American and Caribbean Division, named general manager in North America for Transports Aeriens Intercontinentaux for which Air France acts as general agent in the United States.

#### FORWARDERS-AGENTS

Air Express International Corp.: Alvin B. Beck, until last month executive vice president of the company, elected president. Chester M. Mayer, who made the



served by the global Swissair cargo network. Daily jet flights, plus all-cargo flights. Next-day delivery to all of Western Europe. Fast, frequent connections to Mid-East and Orient. Specify Swissair everywhere! Swissair, 10 West 49th Street, New York, N.Y. Offices in principal cities.



Loft Mayer, AEIC Lower Left Beck, AEIC Ralow Hussey, AEIC



Jaeger Alpina





announcement, has relinquished the presidency and taken over the post of chief executive officer. He retains the position of chairman of the board. Beck has been a member of the board for some years. AEI's new president started with the firm 12 years ago as an assistant district manager. During the war he served as a B-17 homber pilot, flew 35 missions in the European theater, and was decorated sev-eral times . . . Another election announced by Mayer was that of Arthur D. Hussey, former executive assistant to Beck, and now vice president-administration. Hussey, a veteran air cargo man, joined AEI in 1959, after a distinguished career with Pan Am.

Airfreight Service Corp.: Eugene Rodriguez, former assistant general manager in the United States for Ransa Airlines, now with ASC as general manager-Latin American Division . . . Rodolfo Lloret has been named manager of the company's newly opened office in Caracas . . . Samuel F. Jonkhout appointed manager for ASC in Aruba.

Alpina Shipping Co., Ltd.: Dr. Edwin P. Jaeger, former general manager of freight and mail for the Swissair world system, and one of the better-known ex-ecutives in international air freight, takes over the office of vice president of the big Swiss firm which acts as a holding com-pany for a number of freight forwarding firms in Switzerland, the rest of Europe, and overseas points. Jaeger will head up

Apina's air freight effort, supervising the development of this form of traffic for all its affiliated firms. In the eight years he was associated with Swissair, Jaeger developed its cargo organization from a tiny operation to a world-wide network of offices and personnel.

Pacific Air Freight: Ray Carlisle, Seattle district manager, takes over the same position in Chicago. Succeeding Carlisle in his old post is Harry Sprague, formerly assistant district manager in Portland, Ore. The latter vacancy is filled by Stephen Friedel, ex-dispatcher at that

#### INDUSTRIAL TRAFFIC

United Carbon Co.: Arthur V. Krone elevated to general traffic manager, with offices in Houston.

Northwest Nitro-Chemicals, Ltd.: Donald C. McGorman appointed traffic representative.

Remington Rand Division, Sperry Rand Corp.: Peter J. Gilmartin promoted to succeed V. R. Tupper, retired director

Agricultural Chemicals Division, Monsanto Chemical Co.: Ford Maggard named traffic manager.

Bon Ami Co.: Daniel R. Abrahamson, elevated from general traffic manager to vice president—distribution.

Schenley Distillers, Inc.: Harold Peyer appointed division traffic manager in Lawrenceburg, Ind., succeeding Robert Bill-ups who has been named head of the com-

National Produce Division, Great Atlantic & Pacific Tea Co., Inc.: L. B. White becomes traffic manager.

#### GOVERNMENT

Federal Aviation Agency: G. Ward Hobbs named director of the Agency's Bureau of National Capital Airports. Coming from Capital Airlines, he has also served with American Airlines during his 30 years' experience of the airline industry.

#### ORGANIZATIONS

Air Transport Association: John F. Danhorst, assistant manager of tariffs for Delta Air Lines, elected chairman of the Air Freight Tariffs Committee of the Air Traffic Conference. R. D. Watson, Northwest's director of tariffs, elected vice chairman of the committee.

#### CLUB NEWS

National Export Traffic League: Richard Rau, chairman of the Air Freight Committee, has announced that a panel discussion on the subject, International Air discussion on the subject, International Air Freight — Present and Future, will take place in the Penthouse of the Roger Smith Hotel, New York, on November 30. The panel of experts will include Alvin E. Levenson, United States cargo manager for KLM; Alvin B. Beck, president of Air Express International Corp.; and E. S. Pefanis, secretary, New York Branch Office, International Air Transport Association.

Traffic Club of Washington, D. C.: R. T. Schulde, Missouri Pacific Railroad, will serve as chairman of the Christmas benefit luncheon on December 13.

Omaha Traffic Club: Shipping Night is celebrated last month at Peony Park. Traffic Club of Montreal: An Oyster Party is scheduled for December 12.

Traffic Club of Norristown, Pa.: Past Presidents Night, celebrated last month at the Valley Forge Hotel, Norristown, found the membership honoring 15 past presi-dents. Frank W. Lovejoy, of Socony Mobil Oil Co., was the guest speaker.

Los Angeles Transportation Club: Newly installed officers: George F. Goehler (general superintendent of transportation, Los Angeles Metropolitan Transit Authority), president; William L. Waite, Jr. (assistant general freight and passenger agent, Southern Pacific Co.), first vice president; Vincent A. Bordelon (manager, Transpor-tation Division, Los Angeles Chamber of Commerce), second vice president; C. Roy Manska (executive vice president, Pacific Forwarding Association), secretary-trea-

Central Mississippi Traffic and Transportation Club, Inc.: The annual golf outing and general membership meeting were held last month at the Colonial Country Club in Jackson.

Candlewood Chapter No. 168, Delta Nu Alpha Transportation Fraternity: At the first fall meeting, held at the Bar-



den Corporation in Danbury, Conn., Paul F. Cole, traffic manager of the Bard Parker Co., gave a talk on the Chamber of Commerce's transportation accomplishments during the past summer.

Traffic Club of Washington, D. C .: The yearly Ladies' Night dinner-dance was held recently in the Statler Hotel. Chairman was Hugo F. Pugh.

Traffic Club of New Orleans: W. M. Lemkuhl, works manager of the Celotex Corp., spoke at the West Bank luncheon held recently at Whiteside's Restaurant.

New York Chapter No. 5, Delta Nu Alpha Transportation Society: Lec-turer at the October 5 meeting was David Bonn of Arthur Andersen. His subject was Computers in Transportation.

Women's Traffic Club of Los Angeles: Food and Feed and Industrial Night was held last month in the offices of Certified Grocers of California, Ltd.

Cincinnati Traffic Club: At a luncheon meeting on November 1 in the Gibson Hotel, a talk was given by Daryl Parks, weather reporter for station WKRC. ship to VENEZUELA, Jamaica and Netherlands West Indies FROM NEW YORK, CHICAGO and MIAMI via Latin America's largest all cargo carrier—RANSA AIRLINES



- scheduled flights several times daily!
- largest fleet of cargo planes serving Venezuela.
- all service expedited service! largest personnel staff fully trained in cargo handling.
- most complete receiving and terminal facilities.
- Write, call, wire for full information on how to save ne on your Venezuelan

RANSA AIRLINES

CHICAGO SSIS W. 68rd St. Chicago, III. LU 2-7444

Certificated and Scheduled Air Cargo Carrier MIAMI P. O. Bex 625 Miami International Airport TU 8-6743

#### Current Net Advisory Rates for War, Strikes, Riots, Etc. Generally in Use in American Marine Insurance Markets for Mail & Air Shipments

(Excluding all shipments via Egypt, Israel, Syria, Lebanon, Jordan, Cyprus, China, Korea, the Congo, Indochina or Indonesia)

Subject to withdrawal without notice

A-Registered Mail, excluding Registered Air Mail and Air Cargo:

All securities, including non-negotiables, documents and similar interests-10% of cargo rates with a minimum of 1/20%.

Currency, including jewelry, precious stones, precious metals, etc., also miscellaneous cargo-100% of cargo rates.

B-Registered Air Mail and/or Air Cargo and/or other shipments by air: Western Hemisphere (excluding shipments between points in Continental United States and/or Canada):

Sendings between points in Western Hempisphere:

Gold, all securities, including non-negotiables, documents and similar interests..... All other interests ... ......21/24%

> Gold All Securities Including Non-Negotiables, All Other Documents and Similar Interests Interests

United States, Canada, West Indies, Central America, Mexico and South America: To or from .

	444.4		
l. (A)	British Isles, Eire, Greenland, Iceland, Denmark, Norway, Sweden, France, Holland, Belgium, Luxembourg, Portugal, Spain, Switzerland, Italy	1/44%	21/24%
(B)	Finland, Germany (exc. Berlin), Austria, Trieste	14%	5¢%
(c)	Czechoslovakia, Romania, Bulgaria, Yugoslavia; Albania, direct shipments only	10#%	20¢%
(a)	Greece, Turkey	21/24%	54%
2.	Africa (except Egypt and the Congo)	11/24%	2144%
3. (A)	Afghanistan	3% 4%	71/24%
(B)	India, Pakistan, Ceylon	21/24%	54%
(c)	Burma	54%	104%
4.	Australasia, Guam, Samoa	1/44%	21/24%
5. (A)		3% 4%	71/24%
(B)	Philippines, Japan, Okinawa	1¢%	54%
	(B) (C) (D) 2. 3. (A) (B) (C) 4.	(B) Finland, Germany (exc. Berlin), Austria, Trieste	Holland, Belgium, Luxembourg, Portugal, Spain, Switzerland, Italy

C-Ordinary Parcel Post, Government Insured Parcel Post, Ordinary Mail (excluding Air Mail)

Cargo Schedule Rate

-Express-(Excluding Air Express)-Charge Cargo War Risk Schedule Rates.

## **REVENUE CARGO TRAFFIC STATISTICS**

U. S. SCHEDULED AIRLINES

JULY, 1960

NOTE: Parenthesized figures indicate gain or loss as compared with same month of 1959.

NOTE: Last three digits (000s) have been dropped, rather than rounded. Accordingly, the figures shown here occasionally will differ slightly from those that would be obtained by calculations made from the shortened basic figures used in this report.

Service inaugurated February 27, 1960. February data has been included in March reporting.

<sup>2</sup> Statistics not available at official reporting deadline.

<sup>2</sup> This figure includes the non-scheduled operations of Auxico and Slick Airways which have suspended common-carrier operations.

----

\* Traffic affected by labor dispute.

\* Unreported this month.

TON MILES (in thousands)									
AIRLINES	SCHEDULED FREIGHT	NON-SCHED. FREIGHT	EXPRESS	EXCESS BAGGAGE	PRIORITY U. S. MAIL	NON-PRIOR. U. S. MAIL	FOREIGN MAIL	SCHEDULED ALL-CARGO AIRCRAFT MAIL	
"BIG 4" TRUNKS (D	OM.)								
American Eastern, TWA United,	8,473(+0.7) 1,676(+22.4) 3,616(+49.8) 5,653(-9.5)	5(0) 72(+3600)	862(+0.2) 484(-4) 685(+0.2) 857(-14.4)	485(-5.1) 388(-8.5) 359(+2.8) 459(+4.4)	1,431(-11.4) 872(+12.6) 1,182(+3.4) 2,425(+13.5)	245(+12.8) 230(+15.3) 245(+152.2) 409(+9.4)		812(+0.4) 104 211(+87.8) 428(-2.9)	
OTHER TRUNKS (D	OM.)	1							
Braniff Capital Continental Della National Northeast Northwest Western	432(+2.4) 480(+100.7) 1,129(-14) 611(+18.1)	(-100) 4(+88.5) 3(+179.8)	156(-12.5) 269(+0.5) 110(+65.3) 265(-16.6) 52(-10) 33(-18.6) 271(+9.4) 96(+12.1)	77(+9.9) 108(+18.9) 02(+13.9) 135(+10.3) 108(-1.8) 30(-15.9) 81(-29) 58(+24.2)	301(+20.2) 328(-9) 188(+49.1) 362(-0.1) 180(+15.1) 60(+28.9) 465(-5) 216(+14.3)	23(0) 191(+104) 18(+282.4) 75(+216.8) 121(+21.9) 44(+12.8) 110(+118.4) 84(-0.5)		32(-17.8; 181(-10.5) 41(0) 161(+619.8)	
LOCAL SERVICE (D	OM.)	1			1	1	1		
Allogheny Benanza Central Frontier Lake Central Mohawk North Central Ozark Pacific Picdment Southern Trans-Texas West Coast.	10(+13.8) 9(-10.4) 64(-10.6) 17(+7.2) 38(+50.5) 25(+0.3) 8(+10.9) 18(±33.7)		24(-24.9) 2(+7.1) 3(+12.7) 10(-4.4) 15(-14.5) 17(+8) 46(-10.4) 24(-14.5) 4(-17.8) 12(-11.2) 3(-73.1) 10 5(+43)	8(+13.5) 5(+33.6) 2(+2.3) 11(+25) 2(+17.6) 3(+19.4) 12(+8.5) 8(+8.9) 3(+10) 6(-34.1) (-77.2) 3(-17.7) 4(+59.4)	13(+29.7) 2(-8.2) 5(-23.4) 14(-8.1) 5(+34.4) 14(+89.8) 12(+4.7) 14(+12.2) 11(+8.9) 11(+8.7) 4(-80.8) 15(+7.3) 10(+107)	(+17.4) 3(+29.6) 2(+83.2) 9(-1.2) (-100) (-1.1) 8(0) 1(-10.8) 4(+46.9) 1(-77.2) (-50.7) 4(+20.7) 2(+144.3)			
HELICOPTER (DOM		,			1	1			
Chicago. Los Angelos. New York.	(-1.9)		2(-3.6) 1(+37)	(+22) (+20)	1(-3) 4(-9.2) 1(+4.8)			17(-14) 11(-15.6) 3(+23.1)	
INTRA-ALASKA	1	1			1	1	1		
Alaska Coasini. Cordova. Ellis. Northern Consolidated. Reeve. Wien.	3(+4.3) 74(+3.5)	(-88.4) 4(-34.1) (-100) 3(-94.3) 47(-84.1)		3(+5) 2(+10.6) 3(-7.7)	3(+7,1) 3(-24,1) 2(-0.5) 31(-2.3) 48(+12) 40(+20.4)	***************************************	V124144141414141414141414141414141414141		
INTRA-HAWAII	,								
Aloha	8(+29) 152(+11.6)	51(+3,830)		1(+40.9) 2(+74.4)	2(-20.5) 3(+26.4)			42(+1.5)	
DOMESTIC ALL-CA		E.		1					
Flying Tiger	5,795(-21.5) 883(-21.5)	1,521(-38.4) 1,794(+3,209.3)	40(-35.4) 22(-21.1)		10(+3.5) 10(+100)	5(-36.4) 13(0)		416(-13.8) 220(-1.2)	
INTERNATIONAL &		Ĺ							
Alaska American	207(-17.7)	168(20.2)	5(+100.4) (-10.9)	6(+17.8) 13(+2.1)	80(-1) 8(-22.8)	8(8)	4(-3.7)	6(-19.3)	
Braniff Caribbean-Attantic Deita Eastern Mackey	8(+104.4) 27(-18.4)			23(-15.6) 1(-7.3) 13(-28.7) 65(+24.5) (-4.1)	35(+47.9) 1(+9.1) 6(-7.5) 76(-5.1)		7(-39) (-34.2) 13(-51.9)	96(0)	
National	873(-12.9)		(+128.6) 1(-75.3) 18(-24)	10(-9.2) 43(-3.9)	3(-66) 1,122(-2.7)	16(0)	104(+17.3)		
Pacific Northern	407(+24) 11,344(+16.4) 193(+19.8)	49(-88.8)	7(-2.1)	15(+21.7) 904(+4.8)	110(+0.1) 3,425(+12.1)	4(8) 558(8) 3(0)	411(-0.0)	909(+6.7)	
(Alaska) (Atlantic) (Latin American) (Pacific) Panagra	4,619(+54.9) 4,118(-5.6) 2,412(+7.8) 601(+7)	19(+864.7) 29(-69.1) (-100) 16(+32,500)		4(+78.9) 365(+28) 499(-9.5) 125(+1.9) 45(-22.9)	1,122(-2.f) 110(+0.1) 3,425(+12.1) 36(+12.4) 1,367(+3.6) 434(+8.1) 1,567(+21.8) 80(+25.8)	494(0) 20(0) 38(0)	185(+0.8) 75(+10) 150(-7.4) 43(+32.7)	261 (+20.2) 485 (-13.3) 162 (+98.4) 35 (-30.3)	
Panagra Trans-Caribbean* Trans World United Western	1,549(+102.5 196(+91.4)	5(-99.6)	10(0)	212(+41.6) 7(+99.1) 8(-6.6)	1,006(+23.8) 188(+16.9) 8(-39.5)	151(0) 36(0)	94(-3.7)	128(+215.1)	

#### TON MILES

(in thousands)									
AIRLINES	SCHEDULED FREIGHT	NON-SCHED. FREIGHT	EXPRESS	EXCESS BAGGAGE	PRIORITY U. S. MAIL	NON-PRIOR. U. S. MAIL	FOREIGN MAIL	SCHEDULED ALL-CARGO AIRCRAFT MILES	
INTERNATIONAL & TE	RMINAL	-			1017			Į.	
ASA Riddle Seaboard	$\substack{\textbf{467}(-9.3)\\\textbf{468}(-6.7)\\\textbf{2,225}(+25.5)}$	104(+86.3) 10(-12.9) 1,381(+654.4)			2(0) 492(+21.4)	266(0)	13(+1,539.3)	87(+24.5) 82(+24.2) 322(-13.9)	
COMBINED TOTALS									
Big 4	10,419(+5.3) 5,130(+8.4) 309(+12.7) (-1.9)	78 7(+9.9)	2,890(-5.3) 1,249(-0.7) 180(-7.2) 3(+8.2)	1,680(-1.9) 680(+2) 64(+4.2) (+53.1)	5,912(+4.2) 2,174(+6.5) 153(+8.7) 7(-5.3)	1,131(+27.2) 669(+69.2) 41(-1.4)		1,357(+16.6) 387(+67) 31(-11.7)	
Intra-Alaska Intra-Hawaii Ali-Cargo Total	280(+25.7) 180(+12.4) 8,679(-21.5) 31,953(-1.1)	93(-78.1) 51(+3,850) 5,936(-51.3) 6,167(-51.1)	63(-31) 4,387(-4.8)	11(-1.4) 3(+59) 2,421(-0.7)	138(+9.5) 5(+2.8) 30(+33.6) 8,421(+5)	19(+129.9) 1,862(+39.4)	6,679(-21.5)	42(+1.5) 636(-9.8) 2,456(+12.7)	
INT'L. Passenger-Cargo	16,092(+19.1) 3,101(+13.8) 19,193(+18.2)	239(-92.8) 1,496(+471) 1,735(-51.2)	44(+8.2) 44(+8.2)	1,385(+7.6) 1,385(+7.6)	6,136(+10.3) 495(+21.9) 6,631(+11)	772(0) 267(0) 1,039(0)	882(-0.4) 13(+1,539.3) 896(+1.5)	1,195(+21.4) 491(-3.7) 1,687(+12.9)	
Certificated Route Industry	51,147(+5.4)	7,903(-51.1)	4,387(-4.6)	2,421(-0.7)	15,062(+7.8)	2,902(+117.3)	896(+1.5)	4,143(+12.7)	

#### PRESCOTT

(Continued from Page 6)

up the present group classifications in the existing tariff." He went on:

"This new tariff structure that we are adopting will provide for a range of rates for various commodities and volumes down to levels which will be well below the present rate structure. New definitions will separate our commodities now loosely grouped together, bearing the same rate and bearing inequitably upon shippers.

And appropriate rates for each commodity will be assessed.

"All commodities defined in this new tariff will be given a density rating in accordance with the average density per cubic foot of each commodity. For in-stance, a rating of 5 will be given to commodities of density of more than 20 pounds per cubic foot, and this is scaled on down to where a rating of 1 will be given to those commodities whose density is four to five pounds per cubic foot. Thus, unless a specific rate is provided for any commodity, that commodity will automatically take the rate for the density which is given which has just ben described. However, as experience has and will dictate, many commodities will require specific rates to give weight to factors in addition to that of density, such as perishability, shape and stowability, extra handling costs, volume and other values. In such cases specific rates will be filed which will take precedence over density rates. These specific rates may be higher or lower than density rates.

"The objective, of course, is to make light commodities which will make the aircraft 'bulk out' before it 'grosses out' pay for the space they occupy and the weight lift potential they displace; and to accord to heavy commodities a rate in keeping with the space they occupy and the contribution they make of space for light commodities to occupy without causing this 'bulk out' condition. Thus, all commodities are assessed charges which are equitable in the light of their shipping characteristics."

#### First publication of its kind ...

# AIR **FORWARDER**

35¢ per copy

10 Bridge St., New York 4, N. Y.



Cables: "AIRSEA"



#### AIR-SEA FORWARDERS, Inc.

Registered by CAB • FMB No. 682
Customs Brekers • IATA Air Carge Agents
406 S. Main St., Los Angeles 13, California
Phone: MAdison 6-438/

#### BARR SHIPPING CO., INC.

Authorized IATA Air Cargo Agent Custom House Broker

44 Beaver St., H. Y., 4, H. Y.-HAnover 2-5280 Miami Brench Office: 4471 H. W. 36th St. Miami Springs 66, Flu., Tüxedo 8-0094

#### PETER A. BERNACKI, INC.

Authorized Air Cargo Agent CAB-Registered Air Freight Forwarders

26 Broadway New York 4, N.Y. Phone: 80 9-4800

Carpo Building No. 80 N.Y. International Airport Jamaica 30, N.Y. OL 6-5435

#### EAL FREIGHTER BASE

(Continued from Page 6)

ing from New York International Airport where many of the major foreign flag as well as domestic carriers together with air freight forwarders and international cargo agents have facilities in the modern cargo terminal area.

Also, at Idlewild, the clearance by U. S. Customs officials of the Shippers Export Declarations required for all cargo moving to or from Puerto Rico will be expeditiously handled by the nation's largest air cus-toms facility."

#### FRANK P. DOW CO., INC.

CAB-Registered Forwarder Authorized IATA Air Cargo Agent

354 S. Spring St., Los Angeles, Calif. Phone: MAdison 6-0171

San Francisco, Portiand, Ore., Sentile, Houston

#### FLYING CARGO, INC.

CAB-Registered Air Freight Forwarder Authorized IATA Air Cargo Agent 140 Cedar St., New York 6, N.Y. Phone: BArclay 7-1710

#### PENSON & COMPANY

Authorized IATA Air Cargo Agent **Customs Brokers** 

II Broadway, New York 4, N. Y.
Phone: WHitehall 3-6000, Cable: FENSONAIR
Airport Office: Cargo Service Bidg., No. 80
New York Int'l Airport, Jamaica 30, N. Y.
Phone: OLympia 6-5544

#### J. D. Smith Inter-Ocean, Inc.

CAB-Registered Air Freight Forwarders

Authorized IATA Air Cargo Agent

Cargo Service Bldg. Idlewild Airport OL 6-5870 50 Broadway New York 6, N. Y. BO 9-2330

# WHAT'S NEW in Equipment for

## The Air Shipper and Air Cargo Handler?

#### PACKING

Of special significance to air shippers is Avistrap, made of high-tenacity rayon cord—the first product of American Viscose Corporation's new Industrial Packaging Department. The new AVC strapping material reputedly has ample strength for many industrial applications, but weighs only one-quarter to one-seventh as much as steel strapping of comparable strength. According to AVC, the new strapping offers "entirely new advantages for materials handling of all kinds, including air freight, in materials handling and industrial packaging departments.



Economy, ease of handling, and safety are among the primary features of the new strapping, for which patents are pending."

Because of its lighter weight, Avistrap is effective as a costs-saver, both for the weight of the strapping and because lighter cartons can often be used. Since the coils weigh approximately 21 pounds complete with disposable spool, in a yardage equal to a 100 pound coil of steel strap, Avistrap is easy to handle it was pointed out; widths range from ¼ in. to ¾ in.

A. J. Gerrard & Co. announces that five new Strapbinder combination strapping



units containing all tools and materials needed to apply steel strap are available from the firm at a savings of up to 15% over the cost of buying individual items. Gerrard said:

"The units supply everything necessary for setting up strapping operations over a wide range of requirements. Units are available for light, medium or high production strapping on an assembly-line basis. All strapbinder combination units contain 300 pounds of Strapbinder flat steel strapping and a mobile strap dispenser which also serves as a tool holder. These units can be quickly moved to points of use in a production area, warehouse or shipping department.

Three of the units (00-1499, 00-1901 and 00-1915), intended for average strapping users, contain a tensioning tool, sealer, strap cutter, and 5000 seals. Units 00-2300 and 00-2320 for production line strapping have high-speed tools which automatically tension, seal and score strap in one operation. Unit 00-2300 is supplied with 4000 magazine-fed seals and Unit 00-2320 contains 5000 thread-on seals.



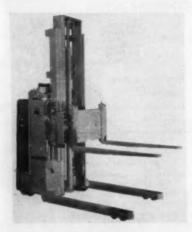
Design advances built into the G-54 model provide a greater work capacity for the gasoline and LP-gas powered industrial lift trucks, the Yale Materials Handling Division states. Improvements in power transmission, mast construction, compactness, operating speeds, stability, operator comfort, and ease of maintenance are claimed by the manufacturer.

Short turning radii (70 in. for the 3000-pound capacity model) plus fast lift speed, 80 feet per minute empty and 75 feet per minute fully loaded for all models, results in faster cyclic operations, it was pointed out. The compact dimensions permit operations in narrow aisles, give increased maneuverability in cramped space, and speed operations.

Lewis-Shepard Products is offering a 24 volt narrow-aisle high stacking Rider MN equipped with a side shifter which enables the operator to move a load four inches to either side of center without moving the truck. The side shifter increases speed of handling by eliminating time normally consumed in repositioning of the truck in congested areas and tight spots where maneuvering is difficult.

This attachment is said to be made even more versatile by the ability to interchange rams, gooseneck cranes, and other mechanical accessories with standard forks.

For further information on the 24 volt narrow aisle high stacking Rider MN



equipped with Side Shifter write to Lewis-Shepard Products Inc., Department R10-58, 125 Walnut Street, Watertown 72, Mass., or to the Special Service Department of Air Transportation.

Barrett-Cravens Co. is now offering its all-new Rad-O-Matic stock selecting tractor, which steers itself by following an energized guide wire embedded in the floor using the Barrett Guide-O-Matic sensing device. The manufacturers stated that the order picker is free to work at top speed, stopping and starting the tractor with a small radio transmitter attached (Couchded on Page 37)



#### INTERNATIONAL FORWARDING AGENTS

#### **AMSTERDAM**

-Schiphol

#### VAN OPPEN & CO. N. V.

Branches in all main cities of Holland

Air Specialists-IATA Verbindingsgeb. Rm. 13A Cable: VANOPPEN

#### RASFI

LAMPRECHT & CO. LTD.

48 Peter Merionstrasse

175 Cable: LAMPRECHTSPED Airport: BASEL-Biotzholm Telex: 02175

#### **BREMEN**

F. W. NEUKIRCH A. G.

Est 1805 26 Bobohofel

Telex: 024-4797

Coble: NEUKIRCHAG

#### BRUSSELS

#### ZIEGLER & CO.

160 rue Dieudonne Lefevre U.S.A. Specalists

#### FRANKFURT/Main



SHIPMENTS AROUND THE WORLD

#### IMPEX SHIPPING COMPANY BRAUNAGEL & CO.

airport office telex 0413566 also located at:

Mannheim-telex 0463179 Darmstadt-telex 0419277

#### **GENEVA**

DANZAS & CO. LTD.

IATA Approved Sales Agents Gare Cornavin

Cables: Danzas

Telex: 22125

#### 0.120

SPEDITIONSFORRETHING

City: 2 Raadhusgaten

Cable: PNIELSEN

Telex: 1347

#### HAMBURG

# KUHNEENAGEL

Also located at airports in:

Berlin Hannover Bremen Cologne

Düsseldorf Munich

Frankfurt Nuernberg Stuttgart

#### PARIS

#### LEYGONIE FILS

54 r. de Paradis-Paris IX Airport Offices: Le Bourget and Orly Branches: Havre, Marseilles, Roubaix Air Specialists

Cable: RAPIDITE

#### STUTTGART

-Flughafen HEINRICH von WIRTH

Telex: 072/3807 Zuffenhausen Cable: VONWIRTH

#### LONDON

#### WORLD TRANSPORT AGENCY, LTD.

I, Martin Lane, Cannon St., E.C.4 Schoenbrunnerstrasse 7

and at LONDON AIRPORT Cables: WORTRANCY, LONDON

#### NUFRNRERG

#### J. G. BAUER

City: 13 Gebhardstrasse Fuerth-Nuernberg

Cable: SPEDITEURBAUER

Telex: 06/2297

#### VIENNA Gebrueder WEISS

Telex: 1808

Cable: WEISSEXPEDIT

#### ZURICH

DANZAS & CO. LTD.

IATA Approved Sales Agents

Bleicherweg 62 and Zurich Airport

Cables: Danzas

Telex: 52121

Member of CBFAA

#### An outstanding handbook of special interest

### EXPORT - IMPORT TRAFFIC: MANAGEMENT & FORWARDING

by ALFRED MURR, Overseas Director

D. C. Andrews & Co., Inc.

Exporters, Importers and Forwarders— Here is a most comprehensive guide to every phase of the diverse functions and varied services concerned with the entire range of ocean traffic management, and ocean and air forwarding.

#### Export-Import Traffic: Management and Forwarding

is a complete new approach to the problems dealing with traffic management's impact on export sales and its importance in relation to foreign commerce. Prepared along the broadest possible lines, it treats fully all matters concerned with public regulation of the freight forwarding industry and U. S. foreign commerce. It is designed to serve those engaged in the apport-import and forwarding fields as a guide in their daily work. Every phase of exporting and importing procedures are covered as well as the relationship of the Foreign Freight Forwarder to the exporter and importer.

Order your copy now

PRICE \$7.75 PER COPY

**Book Department** 

#### AIR TRANSPORTATION

10 Bridge St. New York 4, N. Y.

### Here's help in handling management problems

This helpful book, out of Harvard and Leland Stanford Junior University, presents a number of difficult management problems faced by transportation companies—and shows how to deal with them intelligently.

# in TRANSPORTATION MANAGEMENT

By G. P. BAKER, Prof. of Transportation, Harvard Graduate School, Pres., Transportation Assoc. of America; and G. E. GERMANE, Assoc. Prof. of Transportation, Leland Stanford Jr. U.

540 pp., 6 x 9, 92 illus., \$9.00

Cases cover equipment selection, allocation and scheduling of equipment, pricing, merchandising, marketing research, advertising, control, finance, labor relations, and organization. One case deals with purchase of jet aircraft.

> Order a copy from Book Department

#### AIR TRANSPORTATION

10 Bridge St. New York 4, N. Y.

### BOOKS

Thirty-two years ago Guy Blanchet led an sir expedition to help search for minerals in the Far North, the first time an airplane was used to prospect. As if it is not enough to marvel at how the bush pilots of that day were able to make their filmsy machines behave in bitter Arctic country, the reader also finds himself with Blanchet on a desperate search for a missing party. Blanchet's Search in the North (St. Martin's Press; 197 pages; 34.50), written in unassuming style, is a tale of courage and adventure—a testimonial to men mostly unsung.

Violeta Kokenes' On Wings of Fnith (Random House; 244 pages; \$3.95) is a true story, warm and ultimately tragic, but with the unique courage of faith interlacing the author's personal loss. In her book, Mrs. Kokenes relates how she, her husband, and son, flew the family Bonasia from Florida, down the east coast of South America, and back home along the west coast. The pages are crammed with the family's observations and personal excitements. Then, after their return home, tragedy: a crackup which took the lives of her husband and child. A stirring human document.

This Was Air Travel (Superior Publishing Co.; 190 pages; \$11.95), by Henry R. Palmer, Jr., is a picture-history of aeronauts and aircraft—a vivid tracing of man's struggle to fly and his mastery of the science. The development of man's urge to build a machine to carry him is strikingly underscored by the first and last photos in the book—Gifford's captive balloon (1878) and the now familiar Douglas DC-8 jet in flight, includes many rare pictures. A handsome and worthwhile addition to any transportation library.

You'll find Lt. Col. David G. Simons' personal story, as told by him with Don A. Schanche in Man High (Double-day & Co.; 262 pages; 34.50) an entirely absorbing one. Col. Simons, you'll remember, reached the height of 102,000 feet in a balloon, and hung there for 22 hours, facing up to the perilous challenge of "discovery and an unrelenting search for truth." A true adventure you'll thrill to and enjoy.

The name of Wernher von Braun is an instantaneous recommendation. Based on a serial which first appeared in This Week, the book, First Men to the Moon (Holt, Rinehart & Winston, Inc.; 96 pages; \$3.95) is aimed at the younger set. It dramatizes the first voyage through space to the moon by two young American astronauts. Simultaneously, a handbook on space travel is provided. Excellent illustrations by Fred Freeman.

Also for the youthful reader is Joseph Archibald's novel, Jet Filer (Longmans, Green & Co., Inc.; 182 pages; \$2.95). It concerns the story of Harry Burnell, ex-bomber pilot, now an airline jet pilot. Burnell's jet is crippled, and he is attempting to bring it safely down. Flashback! The pilot's postwar life is retraced up to the moment of truth—and, of course, there is its miraculous landing.

A magnificent story about a magnificent wartime operation is told by C. E. Lucas Phillips in The Greatest Raid of All (Atlantic-Little, Brown; 270 pages; \$4.95). It's about one of the most daring raids in all of World War II—the smashing British onslaught against the glant Nasi naval base at St. Nasaire; about "the gallant \$60." who, with "guns to the right and left and ahead of them, achieved a purpose out of all proportion to their small number and an extent that was not fully realized until after the war was over." Phillips is equal to the demanding task of writing this brilliant chapter of military history, endowing it with lucidity and excitement.

Bernard Glemser's novel, Girl on a Wing (Random House; 368 pages; 34.95), is natural Hollywood material. It bas as bevy of airline-stewardess trainees at a Miami Beach hotel forming most of a mish-mash cast of characters, some of whom are escaping from unwanted pasts. As Glemser provides liberal information on stewardess training, with the inevitable quota of washouts and successes, a quickly moving, though largely routine, story unfolds. Climax of the yarn is a charter flight transporting 70 cattlemen to Paris. Entertaining.

Chuckle is piled on chuckle in Guy Abécassis' "adventures and misadventures of a French guide in Europe," aptly titled, Tours and Detours (Random House; 176 pages; \$3.50). One of the author's astute observations, for example: 'Sometimes it seems miraculous that any given group will provide the same combination of characters: is human nature really so limited. . .'Let Abécassis shepherd you around Europe in his book. It's informational and grand fun.

Gardens of Rome (Oxford University Press: 201 pages; \$8.50) is a lovely volume. Gabriel Faure has produced a work of lasting beauty and permanent value, and certainly one which we commend to the Rome visitor, past, present and/or future. One of the well-known Beaus Pags series, the book's lucid text and profuse heliogravure illustrations open wide what Faure calls "some of the most beguiling and restful aspects of Rome." An outstanding work.

"Ours is indeed a rich and diverse country, rich not only in conventional values but in human life and activity which has developed within the framework of an ancient culture and tradition." So writes Prince William in a foreword to Sweden (Hill & Wang; 84 pages; \$5.95). A volume of stunning photographs, mostly black-and-white, which place brilliant emphasis on the Prince's words. About three-quarters of the photos are by Toni Schnelders. Introduction is by Count Eric Lewenhaupt.

The 1961 edition of Harvey S. Olson's travel guide to Europe, Aboard and Abrond (J. B. Lippincott Co.; 1,006 pages; \$5.95), is available at most bookshops, and once again it is our pleasure to place on it Air Transportation's stamp of utter approval. It's bigger and more comprehensive than ever. Contains new chapters on Greece, Israel, Turkey, Yugoslavia; other chapters have been updated. Olson leaves nothing to the imagination of the European traveler. He anticipates all questions. Aboard and Abroad is a bargain at twice its price.

Langston Hughes' An African Treasury (Crown Publishers, Inc.; 207 pages; \$3.50) has a significance all its own. In it we read for the first time the works of representative native writers of a newly stirring continent. Hughes wisely has selected articles, essays, stories, poems, and miscellany for his collection—samplings which Hughes frankly admits were the ones he personally enjoyed most. They open the mind's door with language at once intriguing and delightful. Says Hughes: "What white writers think of the once dark continent we long have known. These pages tell what black writers think." Read An African Treasury.

Alfred Kern's novel, The Clown (Pantheon Books; 512 pages; \$5.95), won the coveted Prix Veillon. Translated from the original French by Gerard Hopkins, the story retains a kaleidoscopic power which whirls like a multicolored pinwheel. We follow the Swiss, Hans Schmetterling, through four decades of life in Europe—a strong narrative of search for life's true meaning, through the twistings and turnings of the fateful years' events. There is driving vitality in the story and character of Hans the Clown, tormented and uplifted, the traditional Pagliacci on another plane. A work of rare imagination and impact.

# CLASSIFIED ADVERTISEMENTS

Rates: 15¢ per word, paid in advance. Minimum insertion, \$3.00. Initials, numbers, address included in wordage count. Right to reject copy is reserved by the publisher. Address copy and check or money order to: Classified Advertising Department, Air Transportation, 10 Bridge St., New York 4, N. Y.

#### HELP WANTED

MANAGER. New York forwarding firm seeks responsible, experienced man willing to take over managerial post in another city. Must know international air freight forwarding. Replies held strictly confidential. Box F, Air Transportation, 10 Bridge St., New York.

MANAGER to take over operation of key air freight facility in New York for wellknown international air forwarder. Good opportunity for the right man. All replies held in confidence. Write: Box H, Air Transportation, 10 Bridge St., New York 4, N. Y.

#### **EOUIPMENT**

(Continued from Page 34)

to his belt. By pressing a button, the tractor starts or stops. Guidance along the route is automatic. The Rad-O-Matic tractor is called "truly a robot helper." Speeds up to 6 mph are available.

Harper, Trucks, Inc. has introduced a new line of two-wheel industrial hand trucks. Conventional models for all types of box, carton and package handling are made in capacities of 400 pounds to 1,000 pounds. They are available with solid rubber tired wheels as well as pneumatic tired wheels. Wheel sizes are from 5" to 10" diameter, and are equipped with oilite, ball or roller bearings. The firm's Series 1 trucks include three sizes that have expanded metal backs as a unique method of keeping small packages from falling through. All truck frames are of tubular welded steel design for light weight and strength.

Special application trucks include the Drum 'n Barrel unit which comes in two sizes with drum capacities up to 1,200 pounds. For the handling of heavy reels of wire, cable, hose or any lineal material on a reel, the Wheel 'n Reel model is utilized both in moving the reel and providing a stand from which to reel or unreel material. It handles reels up to 40" in diameter and 1,000 pounds in weight.

A special dual-wheeled caster with step down positive action brake, available also with four position swivel lock, has been developed by Roll Rite Corporation for manual use on missile dollies and similar industrial applications. Roll Rite said that in recent tests at a West Coast Missile Assembly Plant, "this caster moved loads one-third easier than any similar acceptable unit." It is rated at 2,000 pounds capacity per caster; its use allows 8000 pounds on four such casters to be moved manually. The caster features two

# LATEST ISSUE!

### **Biggest Issue in its History**

The World of Air Cargo at Your Fingertips

FOURTEENTH EDITION

### AIR SHIPPERS' MANUAL

Includes such exclusive information as:

- Airline Cargo Directory
- IATA Air Cargo Agents
- CAB Air Freight Forwarders
- Supplemental Air Carriers
- U. S. Air Exports & Imports
- Interline Air Cargo Agreements
- World Radio and Cable Rates from U. S.
- Domestic and International Air Mail and Air Parcel Post Rates
- Air Shipping Services
- Conversion Table

- Domestic & International Air Cargo Statistics
- Standardized Labels for International Air Shipments

. . and other valuable information

ORDER YOUR COPY TODAY
\$1.50 per copy

TO ORDER THE AIR SHIPPERS'
MANUAL, USE THE HANDY
POSTAGE-PAID CARD BOUND
INTO THIS ISSUE. FOR
QUANTITY RATES WRITE:
AIR SHIPPERS' MANUAL,
10 BRIDGE STREET,
NEW YORK 4, N. Y.

large concentric races of ball load bearings and a Timken thrust bearing. The step-down brake is double-handled, so that a down kick stroke locks or releases.

It is servo activated for either forward or backward movement. The wheels are 10" diameter rubber-tired, with sealed and adjusted Timken bearings.



The numbered paragraphs on this page correspond with the numbers appearing in the prepaid order card attached here for your convenience. To order one or more pieces of literature, or other types of materials, at absolutely no charge to you or your firm, just encircle the corresponding number in the order card, fill in the required information, and mail it in Air Transportation will do the rest of the job.

- Chalcaux in the Sky is a handsome 16-page booket prepared by Air France. In full color, the booklet relates the lively history of the chateaux, and reproduces and explains the evolution of their heraidic shields.
- 72 Here is a handy 23-page booklet of events around the world, prepared by Air France. Features trade fairs, conventions and meetings, national events, etc.
- 66 Eight-page bulletin which describes Rapistan's small-parts handling conveyors. Photo illustrations.
- 73 Add to your file of shipping information the transpacific memo air freight tariff and domestic air freight tariff of Northwest Orient Airlines.

74 Coordinated Materials Handling, an excellent handbook illustrating new ideas in materials handling for manufacturers, retailers, wholesalers and service industries. Profusely illustrated.

75 Community Progress in the Air Age, an interesting new booklet which shows how the Air Age helps build the community and the nation by creating new industries, stimulating production, generating business and travel, and making new jobs and payrolls.

76 Six-page folder which describes for interfloor handling of goods and materials.

- 67 The most recent issue of Package Laboratory News, organ of Hinde & Dauch, features the subject of pre-shipment testing. The issue also contains a story on air freight's relationship to product packaging.
- A new catalog describes modular packaging. Contents illustrate and describe how standard components are assembled in modules to make containers from 2' x 2' x 2' to any size requirement that comply with rigid specifications as to environmental and shock conditions.
- 69 New four-page bulletin gives complete details and specifications of Clark's electric Utilitruc, 6,000-pound capacity fork truck.
- 70 Photos, drawings, and diagrams explain principles, operation and installations of the Rapistan Flow Rack for live storage.
- 71 A new bulletin by The Raymond Corp. illustrates and describes the company's line of electric walkie trucks designed for narrow-alsie operations.
- 77 Better Ways to Package, Unitize, and Ship, a 40-page, pocket-size booklet, now in its 20th revised edition, which includes descriptions of Signode Steel Strapping Company's line of equipment, including compression strabbing and jib crane systems. Lists a dozen strapping pointers to help shippers achieve better results. Helpful charts.

#### Please Note

Items are offered in Come 'n' Get It for three consecutive months. Added this month are items Nos. 83 to 91.

Items generally remain available for approximately three months after the last time of publication, but may be withdrawn earlier.

- Memorandum cargo tariff of British Overseas Airways Corp. which provides information on rates from New York to 188 destinations throughout the world. This new edition specifies commodities under 35 categories.
- How an electrical product manufacturer has been able to keep pace with rapidly expanding production, absorb new materials handling requirements, and enable a large portion of its operation to move inside existing building, is the subject of a new Lewis-Shepard case history builetin.

- 80 A new 16-page bulletin describes how engineered protection against shipping and handling can be achieved with elastomeric mounting systems.
- 81 Four-page bulletin which describes how a rubber-tired wheel works and what it does in materials-handling applications.
- ABC of Pallet Handling, a handy digest-size booklet which describes different types of pallets and their uses. Shows how to estimate pallet requirements by floor area, weight, and unit. Loading instructions as well as safe pallet operation are given.
- Is the Cart Before the Horsef—two-page reprint of a controversal article which recently appeared in Air Transportation. The author questions the actual date of the so-called breakthrough in air freight and offers certain dynamic suggestions which would hasten the day of the breakthrough.
- 84 New six-page, two-color brochure which describes five heavy-duty fork-lift trucks designed to handle van-sized shipping containers.
- 85 Eight-page brochure which discusses and illustrates the subject of horizontal conveyors of various types.
- 86 A new eight-page illustrated brochure produced by the Automatic Transportation Co. discusses how to solve the problem of proper fork-lift truck selection. Includes case histories
- 87 One of the finest travel movies we've seen to date is steitzerland; Downtown Europe, a new 16 mm film in color. Arrangements can be made for the free loan of this excellent film for presentation before interested business and civic groups. Just place a circle around No. 87,
- 88 Lewis-Shepard is offering a new six-page circular describing a high-stacking, 2,000-pound capacity walkie with a built-in charger.
- A real surprise—a 204-page book The Cedarwings Route, loaded with travel information about many European and Middle East cities. Contains innumerable helpful hints while abroad. Features fully 24 well-detailed maps. Only comparatively few copies are available. First come, first served. This offer probably will be withdrawn from this page soon.
- 90 Irish International Airlines is offering a valuable little folder which details jet cargo rates between New York and scores of points in Europe, Asia, and Africa.
- 91 A large air freight forwarding firm is offering a unique Routing Guide and Agents List, designed especially for use by shippers located in non-airport cities who require expedited truck-air movement.



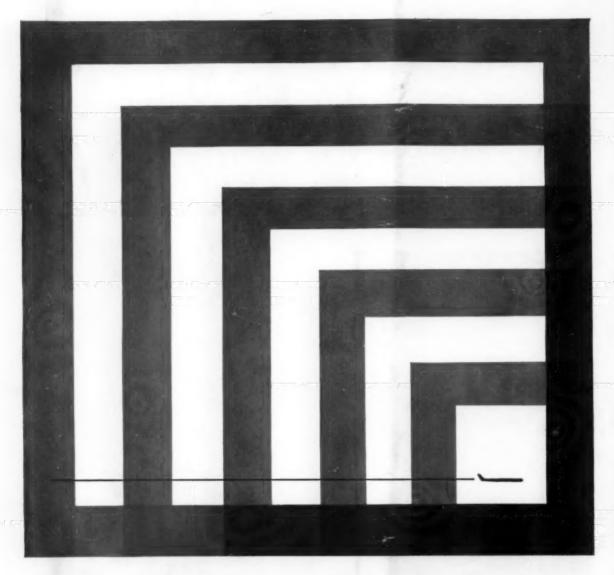
TWA offers the fastest all-cargo non-stops between New York and Los Angeles... and now, air freighters between New York and San Francisco! Great Jetstreams,\* the world's longestrange air freighters, fly over the weather all the way and provide TWA's Super Sky Merchant fleet with more capacity than ever. Every day, 240,000 pounds between New York and California. Fast TWA Super Sky Merchants also serve Philadelphia, Pittsburgh, St. Louis, Indianapolis, Kansas City, Chicago. Direct connections in New York with TWA air freighters to key overseas trading centers. Next time you ship, specify TWA Super Sky Merchants!

Call your freight forwarder or

TWA

Call your freight forwarder or

The only airline flying across the United States in 4 hrs. and 30 mins.



weekly
all cargo flights
to Europe
from New York

Plus daily nonstop Jet Cargo Service New York to Frankfurt.

Latest L1649 Superstar Cargo Constellations.

More frequent flights • More loading capacity • Faster connections to Middle and Far East • Lowest possible rates. Unexcelled

SUPERCARGO Service.

For complete information and space reservations, consult your Cargo Agent, or nearest office of



### LUFTHANSA

Air Cargo Division, 410 Park Ave. New York 22, N. Y., PLaza 9-3300 Offices in Principal Cities of the U. S. and Canada

